ECHNOLOGY DEPARTMENT



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IONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



J U N B 1949 How Water Vapor Pressure Influences Confectionery. How to Defrost and Handle Frozen Eggs Efficiently. How Novel Floral Displays Boom Confectionery Sales. How to Cut Candy Packaging Costs, "Spread" Money.





you get BOTH

Havors By MMER

the goodness of your confections

Is there a confection in box, bar or bag that couldn't do with new, thrilling taste-appeal? It's easy to pep up the flavor ... and the sales chart ... with MAGNA-ficent MAGNA Flavors! Here is inviting, exciting goodness PLUS truly scientific perfection . . . and surprising economy, too! Why not try MAGNA Imitation Vanilla Base 8 Fold or any of the 27 other premium MAGNA Flavors-or try them all-and get set for important, sales-sparking improvements in your products.

Write for complete information and price list.

Guarding the Quality of Confections With the Right Flavor



ARTHUR H. DOWNEY Technical Director, MM&R

In adding fla-

voring to a product, it is important to determine whether that flavoring is fulfilling only its appointed function—that is, imparting the desired taste-or whether it is not, as well, causing undesirable reactions!

For example, a flavor that contains reducing or oxidizing agents may be the underlying cause of a color disturbance At the same time, an odor that is slightly "off," or candy that granulates for no apparent reason, may be traced to technically inferior flavors.

Thus, to guard the quality of confections, it is necessary to use a flavor that has been created with scientific exactitude-one that has been carefully tested and found technically perfect.

These requirements are completely met by MAGNA FLAVORS, which are con-tinually tested and re-tested under direct personal supervi-sion in the MM&R laboratories.

arthur Downey



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Form by FRIEND







Old Colony Model

By Popular Demand!

The most popular retail-size capacity returns to the FRIEND Hand Roll line, at the overwhelming demand of our customers. The Old Colony Model combines the popular 75 lb. capacity of the now famous Model E and Dreadnaughts, with the latest developments in modern design and engineering. Trays and dies now in use on Model E and Dreadnaught machines can be used for this new simplified, modern model. Minimum investment, with liberal allowances on old equipment.

New Base Mechanism

All FRIEND Manual retail models now have single lever control as shown. Gone is the cumbersome multi-lever system, now replaced by a single lever.

One stroke sizes the height of the deposit, cuts off, and lowers the tray for removal of the deposit. Simple separate adjustment for varying the heights of centers.





HARRY L. FRIEND COMPANY

203 Old Colony Avenue, South Boston 27, Mass.

PEACH

ONE OF THE YEAR'S MOST POPULAR FLAVORS

Sew Flavors have attained such high favor in so short a time as EKOMO PEACH IMITATION. One by one, the candy manufacturers who have added it to their line have discovered that this little-exploited flavor packs a real sales-producing wallop. It makes the most delicious, mouth-watering hard candies—peach flavored lollies go over big with the "small fry"—and peach flavored fondants and jellies are a toothsome delight to the sweets-hungry palate.

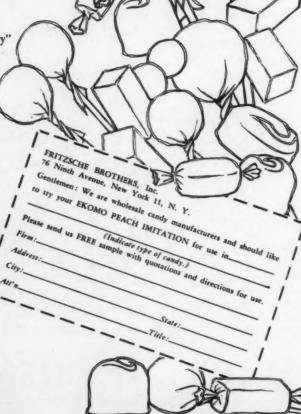
You may have a FREE testing sample of this unique flavor by filling in and mailing us the accompanying coupon attached to your letterhead.

Order yours TODAY.

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The Manufacturing Confectioner

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London, England, 21B Salisbury Road Hove, Sussex L. M. Weybridge JUNE, 1949 Vol. XXIX No. 6

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COVER: Sixteen members of NCA officers and board of directors. Seated (I-r): Harry R. Chapman, New England Confectionery Co., past NCA president; NCA Tressurer Arthur L. Stang, Shotwell Mfg. Co.; NCA President Philip P. Gott; NCA Vice-president W. Melville Cribbs, of Melville Confections, Inc.; NCA Vice-president Irvin C. Shaffer, Just Born, Inc. Standing (I-r): Cacil H. McKinstry, Imperial Cany Co.; Robert H. W. Welch, Jr., James O. Welch Co.; Harry I. S fers, Sifers Valomilk Confection Co.; Kenneth L. White, Awful Fresh Mac Farlane; W. W. Cassidy, Sweet Candy Co.; Charles R. Adelson, Delson Candy Co.; Neal V. Diller, Nutrine Candy Co.; R. H. Hardesty, Jr., R. H. Hardesty Co.; John Henry, DeWitt P. Henry Co.; Paul G. Sandell, Miss Morris Candies; and W. C. Dickmeyer, Wayne Candies, Inc.

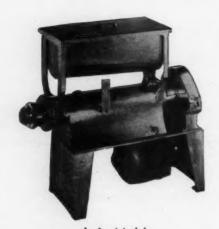


Proneer Specialized Publication for Contectionery Manufacturers Plant Management, Production Methods, Materials, Equipment, Purchasing, Sales, Merchandising.

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All tests and trials are now completed and you can see this NEW MASTER MODEL, for large volume production, on display for the first time in BOOTH No. 27.





Junior Model

FONDANT MACHINE HEADQUARTERS

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EXPOSITION WILL BE IN

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Here you will find competent personnel to discuss your Fondant Department and problems without any obligation. Here you will also see all models of the Instant and Continuous Fondant Machines from the Junior model to the new Master model which will be on display for the very first time. Make this booth your headquarters.

For those unable to attend this fine exhibition we invite you to write us about your fondant problems and for full information on our fondant machines.

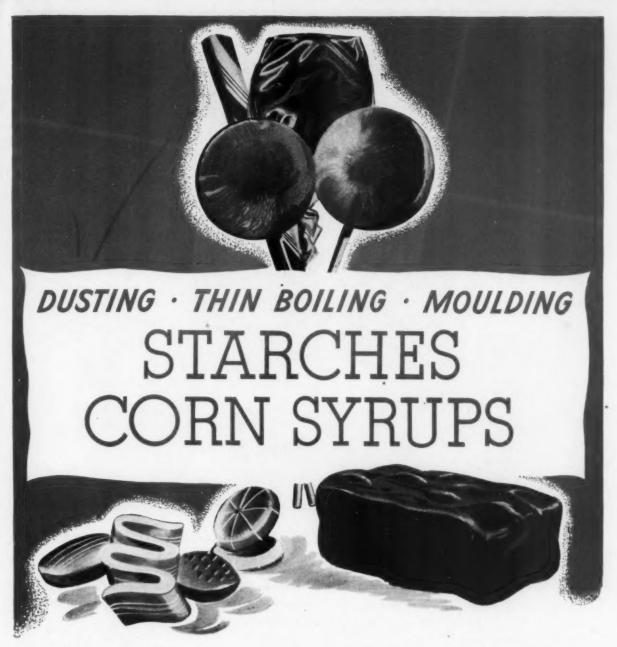
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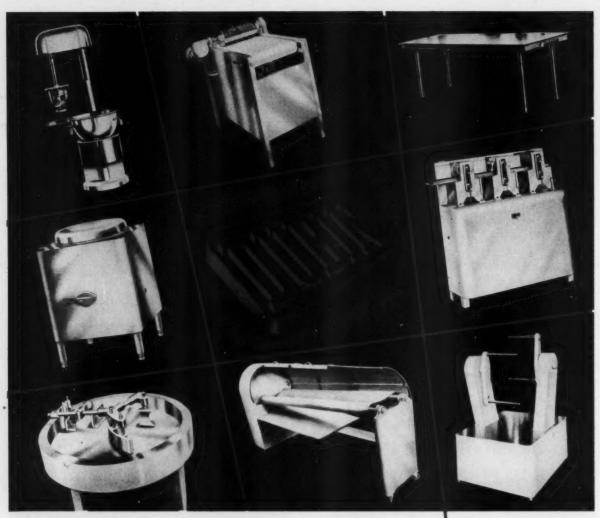


Products offered by Anheuser-Busch to the Candy and Confectionery Industry have been developed to meet the requirements of this particular industry. Each product is the result of Research plus

practical "Know How." An ever-increasing number of customers is evidence of the dependable performance and uniform quality of all Anheuser-Busch products.

Corn Products Department

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For New Ideas follow the crowds to the Dubin Exhibit

THE candy trade across the country well knows these streamlined Dubin items. The time and money they save, the finer confections they make possible, are familiar advantages to hundreds of confectioners who use Dubin equipment.

But in addition to this established line, there will be new equipment shown in the Dubin booth at the Chicago show. You'll see the new and revolutionary Dubin Fire Mixer, the Carris-Crane Die Pop Machine that brings the pop business into the small as well as large candy kitchen.

Yes, look for both old and new money making ideas at the Dubin exhibit.

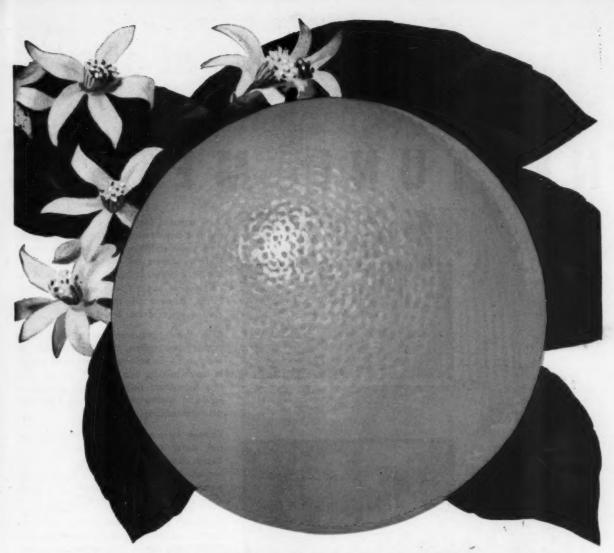
BOOTH 3
NCA
CONVENTION
CHICAGO
JUNE 5

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MEPTUNE METER COMPANY SO WEST SOTH STREET, NEW YORK 20, N.Y.

Branches: Atlanta, Boston, Chicago, Dallas, Denver, Kansas City, Mo., Los Angeles, Louisville, Philadelphia, Portland, Ore., San Francisco, and Long Branch, Ontario With demand for closer control pointing to positive displacement meters as the only accurate, dependable way to measure liquids, Neptune meters are already "proving out" with 100 different liquids. They're ideal for corn syrups, sugar syrups, liquid sugar, molasses, coconut oil, spirits, flavors, water, and countless similar liquids.

At a glance, Neptune meters tell daily or hourly consumption, interdepartmental demand, etc.—by volume or in terms of weight. In batch mixing, one type of Trident meter (the Auto-Stop) delivers preset quantity of liquid to mixing tank or kettle, then shuts off automatically.

To take the guess work out of inventory control, meter liquids delivered to your plant, liquids sent to storage, and liquids consumed—even liquid products packaged or dispensed—and accurate inventory figures will always be right in front of you.

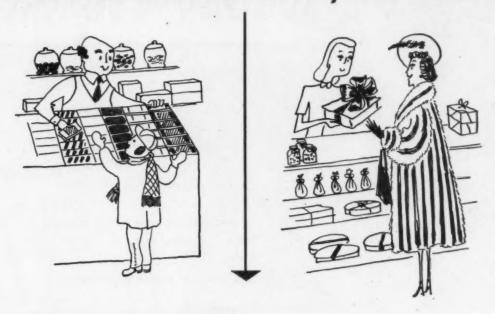
Neptune's greater accuracy and longer life are the result of 56 years of experience with 10,000,000 meters. They're simpler, cleaner, precision built. Many types available for any liquids where sanitary or corrosion factors permit composition bronze. Sizes from 5/8 to 6 in., for up to 600 gpm. Pressures 125 or 250 psi.

Write Neptune engineers for help with any of your liquid measuring problems. Better still—why not ask for a complete plant survey at no obligation.

See Neptune at NCA Show—Booth 107

NEPTUNE METERS

Taste in chocolate differs... and so does the taste of chocolate!



You manufacture chocolate confections to a standard . . . so you need coatings and liquors that will give your products unsurpassed taste-appeal. You want your chocolate confections to have that important "different" taste that will give them a competitive advantage . . . so you need coatings and liquors suited to your own special requirements. It is your answer!

Manufactures a Complete Line of Chocolate Coatings and Chocolate Liquors . . . we invite you to send for samples so that you may test and select the special Coating or Liquor that will add the type of taste-appeal you demand in your products.

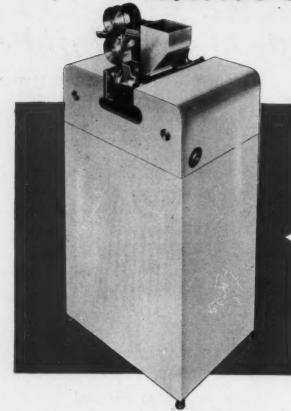
For generous samples write to:

SEE OUR REPRESENTATIVES AT THE CONFECTIONERY INDUSTRIES EXPOSITION AND NCA CONVENTION!



ANNOUNCING ... the new





- No excess candy around base of stick
- Uses either paper or wood sticks
- Controlled weight of pops
- Simple, screw feed adjustment
- Interchangeable dies at fraction of usual cost
- Full year guarantee policy

Lollypop manufacturers have long realized the need for an economical die-pop machine that would overcome many of the problems now faced by pop manufacturers. The Carris-Crane was designed through the close cooperation of an expert engineer and of a man who has devoted his life to the manufacture of candy. Many exclusive time, labor, and cost saving features have been incorporated in this machine.

Its initial cost is about one-third less than similar type equipment. It is precision built to deliver 90 to 125 pops a minute with either wood or paper sticks of various lengths.

Simplified in construction, with less moving parts, practically silent operation, easy to operate, the Carris-Crane opens up a new avenue of profit for both established pop manufacturers and those who wish to enter this profitable field.

in BOOTH No. 3
at the
N.C.A. Convention and
Confectionery Industries Exposition
June 6 to 9th

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Let STALEY'S Half-Century of Experience Guide You to-HIGHER QUALITY YOUR FINISHED PRODUCTS LECITHIN CORN SYRUP STARCHES Staley's "Sta-Sol" Lecithin Staley offers you these im-Staley's Crystal 43 Corn Syrup Concentrate, extracted from soybean oil, gives your finproved confectionery starches: Unmixed—A high quality Standard Confectioners Corn ished products these benefits: COOKING STARCHES: 1. ECLIPSE "F" - medium fluidity-for firmer tex-1. Prevents crystallization. 1. Faster mixing. Syrup. 2. More complete mixing. 2. ECLIPSE "G" -high fluidtured jellies. 3. Supplies food solids at 2. Adds body. 3. Less grainage with age. ity-for rapid cooking. 4. Dependable cooking charminimum cost. MOULDING STARCHES: 4. Fresh flavor longer. Standard-ordinary Corn 5. No dryness in chewing 5. Adaptable to all standard 2. Special-recommended 6. Reduces viscosity in choccandy formulas. because it is almost dustless (treated with oil to olate coatings. Sweetose* reduce dust). 0 Staley's enzyme-converted sweetener brings these benefits to your finished products at LESS COST: 1. Prevents crystallization. OUR TECHNICAL' STAFF IS READY TO CONSULT WITH YOU 2. Retains moisture. 3. Doesn't mask flavors. WITHOUT OBLIGATION! 4. Adds sweet food solids. 5. Boils faster, whips lighter. MAIL COUPON TODAY! 6. Costs less to use. A. E. STALEY MFG. CO., Dept. 0000 Decatur, Illinois

Staley's

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MANUFACTURING CO. DECATUR, ILL., U.S.A.

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Gentlemen:

Please send me without cost or obligation, information about your products and how I can use them in my own successful confectionery formulas, improving quality and lowering costs.

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Firm			
Address			
City	Zone	State	



CONVENTION PROGRAM COMMITTEE: Seated left to right in photo at left: Chairman Vic Gies, General Convention Chairman Ted Stempfel, Fred Amend, G. Lloyd Latten. Standing let to right: NCA President Philip P. Gott, Paul D. Allman, Ira Golan, Fran K. Glesson, and Paul M. Beich. NCA GOLF COMMITTEE gint photo; Seated left to right: A. L. Manning, Chairman O. Walter Johnson, Co-chairman John G. Johnson. Standing left to right: Francis Branson, NCA President Philip P. Gott, and R. M. Bolleston.

N. C. A. CONVENTION PROGRAM

BUSINESS AND GOVERNMENT, new ingredients for candy, better marketing of candy, merchandising, sales promotion, and personnel management are some of the problems to be discussed at the 66th annual convention of the National Confectioners Ass'n., June 5 to 9 at the Stevens Hotel, Chicago.

A record-breaking number of candy manufacturing and packaging supplies and equipment will be exhibited during the accompanying 23rd Confectionery Industries Exposition. More than 100 companies will be represented.

Entertainment scheduled for the program includes a golf tournament, square dancing, dinner-parties, ballroom dancing, and a special ladies program of teas, tours, and talks.

Theodore Stempfel, of E. J. Brach & Sons, is general convention chairman. David P. O'Connor, of Penick & Ford, Ltd., Inc., is general chairman of the exposition.

The NCA convention program follows:

Sunday, June 5

10:00 a.m.—Registration, Normandie Lounge, Mezzanine floor. 5:00 p.m.—Sunday get-together, "Western Style," Grand ball-room at "Candy Bar Ranch." Chief wrangler: W. Melville Cribbs, president of Melville Confections, Inc., Chicago, vice-president of NCA,

(Please turn to page 17)

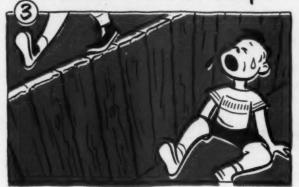


LADIES PROGRAM COMMITTEE: Sected left to right:
Mesdames Need V. Diller,
E. W. Waiters, O. Waiter
Johnson, W. Melville Cribbs,
Philip P. Goft, Beth McCurdy Buker, Elmer C.
Voight, and Arthur L. Stang,
Standing left to right: NCA
President Philip P. Goft,
Stella Beck, Chairman H.
Stanley Graffund, Mrs. Jack
G. Kimbell, General Convention Chairman Ted
Stempfel.

A new whipping agent.....



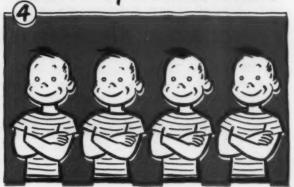
Is stable....will not weep....



half the cost of egg albumen...



makes every batch identical!



Amazing New Whitson's "100" the complete whipping agent!

Expect AMAZING RESULTS when you use Whitson's "100" whipping agent . . . a new vegetable protein.

For this wonderful new whipping agent will not weep. Will not shrink. Whitson's "100" is completely stable. It replaces egg albumen on a pound-for-pound basis.

And it's a controlled product, so that every batch of candy you make with it will turn out identically. The quality of this agent does not fluctuate as in egg albumen.

The bacteria count is exceedingly low. No off color, no taste, no odor.

Best part of all, this wonder whipper costs less than half as much as egg albumen. Repeat – less than half as much.

When you use it, you do not have to change your formula. Do not have to blend it with egg albumen. Whitson's "100" whipping agent comes packed in moisture-proof containers. It can never go bad.

Write, wire, or telephone for a free sample, today.

Free—Sample and Formula Book Send for them today!

WHITSON PRODUCTS

DIVISION OF THE BORDEN COMPANY

350 Madison Avenue, New York 17, New York

Monder CENTRIFUGALLY-CAST DUAL METAL ROLLS

Pioneered by LEHMANN FOR GREATER PRODUCTION ECONOMY AND PERFORMANCE

CDM Rolls are the most significant improvement in roll design and construction since statically cast chilled iron replaced granite. They represent a basic engineering advance typical of LEHMANN initiative and leadership.

These new LEHMANN CDM (Centrifugally-cast Dual Metal) ROLLS are produced by a new application of centrifugal casting... the end result of extended and intensive research, in collaboration with one of America's outstanding foundries.

The centrifugal casting technique permits a degree of quality control never before possible—it provides a tighter, more dense grain structure resulting in greater uniformity of hardness at the grinding surface. This improved grinding surface is indestructibly bonded to highest quality gray iron for maximum strength and resilience.

These pictures will tell you more about the service and performance potentials of these new rolls than we can convey in words.

The photograph of longitudinal section (Fig. I) and the photomicrographs (Figs. II and III) show graphically the metallurgical structures of the component parts of the new CDM Roll. Note the clean even line of fusion between the white iron grinding layer and the gray iron. The resulting roll is an engineering advance

of great significance to all who use roller mills.



THE STANDARD FOR QUALITY



CDM rolls are now available in new LEHMANN

Pig. III (X100). Detail of microstructure across

metallurgical bond showing complete fusion of white and

Fig. I (Actual Size). Longitudinal section through roll showing outer layer of chilled white iron, fusion zone, and part of gray iron rore.



Fig. II (X100).
Detail of microstructure of the
chilled white
iron near outside or
or wearing surface of roll-note
compact interlaced crystal
structure.



Plan now to install new LEHMANN mills equipped with CDM Rolls

J. M. LEHMANN COMPANY, INC.

MAIN OFFICE and FACTORY

Lyndhurst, M.J.

NCA DIRECTORS: Hermal L. Heide (left), of Henry Heide, Inc., New York, and R. L. Henderson, of Norris, Incorporated, Atlanta. Ga, Directors Heide and Henderson were not present for cover photo of this issue.

Monday, June 6

- 9:00 a.m.—NCA golf tournament, Olympia Fields, Country Club. Chairman: O. Walter Johnson, vice-president, The Callerman Co., Chicago.
- 2:00 p.m.—Official opening of 23rd Confectionery Industries Exposition, Exhibition Hall and Normandie Lounge. Chairman: David P. O'Connor, vice-president, Penick & Ford, Ltd., Inc., New York.

Tuesday, June 7

- MORNING SESSION-North Ballroom.
- 10:00 a.m.—Official opening of the 66th NCA Annual Convention.
 Philip P. Gott, president of NCA,
- 10:05 a.m.—Your 66th annual convention, Theodore Stempfel, Vice-President, E. J. Brach & Sons, Chicago, General chairman of 66th NCA Annual Convention.
- 10:15 a.m.—Forces Influencing Your Candy Business. (This session open to registered members of the candy industry and official guests.)

 Candy and National Affairs, Robert H. W. Welch, Jr., vice-president, James O. Welch Co., Cambridge, Mass.

 Making the Anti-Trust Laws Work For You, Claude R. Miller, attorney, Strasburger, Price, Holland, Kelton & Miller, Chicago.

 Today's Report on Consumer and Professional Atti-



NCA DIRECTOR PORTER KING, of King Candy Co.. Fort Worth, Tex. Director King. also. was not included in the cover photo of the NCA directors and officers.

tudes Toward Candy, Irvin C. Shaffer, vice-president, Just Born, Inc., New York. Chairman, NCA Council on Candy.

12:30 p.m.—Opening Luncheon, Grand Ballroom. Presiding: Victor H. Gies, director of sales, Mars, Inc., Chicago. Chairman of 66th convention Program Committee. Invocation, by the Rev. John R. Heyworth. Business and Government, Everett M. Dirksen, former U. S. Congressman from Illinois. No afternoon session. Visit the exposition.

EVENING SESSION-North Ballroom.

8:00 p.m.—Production Forum. Presiding: G. Lloyd Latten, general manager, Schutter Candy Div., of Universal Match Corp., Chicago. Chairman of Production Forum Committee.

Possible New Ingredients for Candy, Dr. L. F. Martin, head of Agricultural Chemical Research Div., U. S. Department of Agriculture, New Orleans.

Dust Hazards in the Confectionery Industry, C. O. Dicken, vice-president, E. J. Brach & Sons, Chicago. Confections-Food for the Soldier, Lt. Co. Ewing Elliott, chief, Military Research Office, Quartermaster Food and Container Institute, Chicago. Standardization of Viscosity of Chocolate, Norman

NCA DIRECTORS: Warren M. Watkins, of Warren Watkins. Candies, Inc., Los Angeles, Calif., and Charles T, Clark, of the D. L. Clark Co., Pittsburgh, Penna., who were not present for cover photo of NCA officers and directors.





W. Kempf, manager of research, Walter Baker Chocolate and Cocoa Div., General Foods Corp., Dorchester, Mass.

Developments in Production Techniques, James A. King, vice-president of the Nulomoline Co., New York.

Wednesday, June 8

- MORNING SESSION—North Ballroom, Presiding: Harry R. Chapman, chairman of the board, New England Confectionery Co.
- 10:00 a.m.—Better Marketing of Candy. A symposium on the current trends in selling, advertising, and merchandising of candy.

 Candy: Where it's Made, Where it's Distributed, Where it's Consumed, George F. Dudik, acting chief, Food Div., Office of Domestic Commerce U. S. Department of Commerce, Washington, D. C. Merchandising the Product, Henry J. Howlett, president, Container Laboratories, Inc., New York, N.Y. Sales Management and Distribution, John P. Garrow, vice-president, Chapman & Smith Co., Chicago.

 Advertising, C. J. LaRoche, president, C. J. LaRoche & Co., New York.

 Sales Promotion at Retail Level, speaker to be announced.
- 12:30 p.m.—Luncheon, Grand Ballroom. Presiding: Warren Watkins, president, Warren Watkins Candies, Inc., Los Angeles. Director of NCA.
 (Speaker to be announced)
 No afternoon session. Visit the exposition.

Ouestions and Answers.

- EVENING SESSION—North Ballroom. Presiding: Charles F. Scully, president, Williamson Candy Co., Chicago, Chairman, NCA Sanitary Advisory Committee.
- 8:00 p.m.—"The Musts and Shoulds." A dramatic conversation on sanitation by our own industry cast. The characters, incidents, and situations in this skit are fic-











MEMBERS IF NCA STAFF: Francis N. Branson, at left. is executive assistant to President Philip P. Gott. John K. Kettlewell, center, is director of the National Confectioners' Ass'n Council on Candy, Gerald S. Doolin, right, is director of sanitation. Council on Candy budgets and campaigns for the last half of 1949 will be decided upon by a steering committee at the June 4th meeting, says Mr. Kettlewell. A broad series of projects in public relations will be proposed, revision of the sound motion picture "Candy and Nutrition" will be considered, and plans laid for educational advertising programs.

titious and have no relation to any person, place, or actual happening.

CAST OF CHARACTERS

Thursday, June 9

MORNING SESSION.--North Ballroom, Presiding: W. C. Dickmeyer, president, Wayne Candies, Inc., Fort Wayne, Ind. 10:00 a.m.--Current Management Problems (a) Personnel Rela-

tions. Chairman. Robert B. Schnering, vice-president, Curtiss Candy Co., Chicago.

(1) Cost of Fringe Benefits, S. B. Willard, Personnel director, Nutrine Candy Co., Chicago.

(2) Labor Relations, E. R. Bartley, personnel manager, Bunte Bros., Chicago.

(3) Legal Developments, Otto Jaburek, attorney, Employers Ass'n of Chicago.

(B) Today's Pricing Problem, Chairman: John H. Walker, secretary-treasurer, Reed Candy Co., Chicago. Speaker: Benedict M. Sayre, Benedict M. Sayre & Co., Chicago.

11:45 a.m.—Association Affairs, Chairman: Philip P. Gott, president of NCA.

Membership and Finances. Arthur L. Stang, sales manager, The Shotwell Manufacturing Co., Chicago, Secretary-treasurer of NCA.

Resolutions, Harry R. Chapman, New England Confectionery Co., Cambridge, Mass. Chairman of the 66th Convention Resolutions Committee.

12:30 p.m.—Official closing of NCA 66th Annual Convention. No afternoon session. Visit the Exposition.

8:00 p.m.—The Candy Ball, Grand Ballroom. Chairman: Neal V. Diller, executive vice-president, Nutrine Candy Co. Chicago.

NCA LADIES PROGRAM

Monday, June 6

Tea and entertainment featuring "Look Your Best and Do Your Best", a fascinating discussion on good grooming. Speaker: Miss Mary Stuyvesant.

Tuesday, June 7

Afternoon entertainment and refreshments, Miss Hope Summers, star of theatre, radio, and television, will present, "Behind the scenes of Television."

Wednesday, June 8

Luncheon and keno party at beautiful Elmhurst Country Club; lovely prizes for the lucky ladies.

NCA CONVENTION EVENTS

Sunday, June 5

Western Round-up at "Candy Bar Ranch."
Hearty barbecue steak dinner; cocktails
Western entertainment
Square dancing
Favors
Wonderful carefree time

Monday, June 6

Golf tournament Two challenging golf courses Lunch Beautiful prizes Steak dinner Door prizes

Thursday, June 9

The Candy Ball
Delicious dinner
Delightful dancing
Star studded entertainment featuring "Round the Town
in Good Old Chicago"
A marvelous finale to the NCA 66th Convention

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Ethavan, Monsanto's ethyl vanillin, is economical because it has three times the flavoring strength of ordinary vanillin. In addition to taste-tempting vanilla-like flavor, Ethavan gives confections a pleasing aroma that invites folks to buy. Sales and repeat sales come quickly.

Because of its superior "staying power," Ethavan holds both flavor and aroma through processes requiring extremes of heat and cold . . . through trade channels to the consumer. The uniform quality of Ethavan makes it easier for you to get identical results in your production.

Investigate the opportunity of improving your products and your sales through the use of economical Ethavan. Ethavan is available in 5-pound and 25-pound cans. Further information, free 1-ounce sample and data will be sent promptly upon request. Use the coupon, contact the nearest Monsanto Sales Office or write: MONSANTO CHEMICAL COMPANY, Desk F, Organic Chemicals Division, 1733 South Second Street, St. Louis 4, Missouri.

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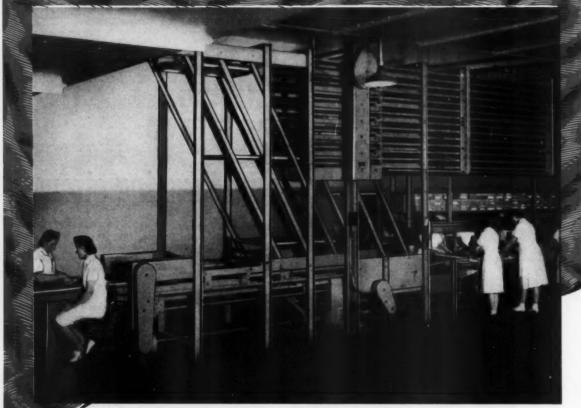
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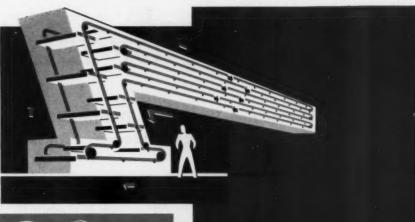
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Greer Multi-Tier Chocolate Coolers combine correct cooling time and correct cooling temperature at all operating speeds to give you perfect results. Unique design utilizes the overhead areas in your plant. This frees floor space for other production. Completely automatic, high speed continuous production under ideal conditions gives best quality at lowest cost.

Let us show you in your own plant how the Greer Multi-Tier Chocolate Cooler can save you money—save space - increase production - improve the quality of your chocolates! Write-today -for full information.



MANUFACTURERS OF CONTINUOUS PRODUCTION MACHINERY

DIRECTORY OF EXHIBITORS

Confectionery Industries Exposition During N.C.A. Convention—June 6-9 at the Hotel Stevens, Chicago

Note: The exhibitors listed in boldface type have further described their products in the Advertising Pages of THE MANUFACTURING CONFECTIONER.

- ALUMINUM COOKING UTENSIL CO., New Kensington, Pa. Booth No. 609.
- AMERICAN LECITHIN CO., INC., Chatham Phenix Bldg., Long Island City 1. Booth No. 619. Lecithin products.
- AMERICAN MAIZE-PRODUCTS CO., 100 East 42nd St., N.Y. 17, N.Y. Booth No. 509. Corn sugars, W-13 Stabilizer, corn syrups unmixed, confectioners starches. In attendance: J. B. Melik, F. C. Frey, R. L. Lloyd, W. J. Miller, A. Doscher, P. H. Prentiss, J. M. Santo, J. J. Binder, J. J. Kelly, J. A. Murray.
- AMERICAN SUGAR REFINING CO., 120 Wall St., New York 5, N.Y., Booth No. 406.
- T. H. ANGERMEIR & CO., 245 Seventh Ave., New York. Booth No. 36, 37. Egg albumen replacement emulsion, and modified pectin. In attendance: W. E. Angermeier, F. M. McIntrie, and H. F. Angermeier.
- ANHEUSER-BUSH, INC., 721 Pestalozzi St., St. Louis, Mo. Booth No. 602. Corn syrups and corn starches. In attendance: Arthur E. Weber. Arthur C. Mohr, Harry A Best, Charles H. Grupe, R. F. Amacher, A. F. Moeslein, H. Bush.
- ATLANTIC GELATIN DIV., GENERAL FOODS CORP. Hill St., Woburn, Mass. Booth NO. 41 All types and grades of edible gelatin. In attendance: Joseph H. Cohen, J. A. Dunn, Arthur Tole.
- FRANKLIN BAKER DIVISION OF GENERAL FOODS CORP. 15th and Bloomfield Sts. Hoboken, N.J. Booth No. 305. Gem unsweetened Coconut, Tender Fresh Coconut, Golden Toasted Coconut, Plastic Coconut. In attendance: H. P. Haldt, L. C. Powell, G. W. McCullum, J. I. MacDonald, D. H. Macaulay, W. L. Bonney, George Armstrong, K. L. Anderson, A. E. Olsen, G. T. Brown, C. B. Demaya, M. Ruehrmund.
- WALTER BAKER CHOCOLATE & COCOA DIV. OF GENERAL FOODS CORP., 1197 Washington St., Dorchester, Mass. Booth No. 506. Chocolate and cocoa products. In attendance: H. O. Frye, A. E. Fest, N. W. Kempf, E. G. Derby, A. C. Quale, T. G. Churchill, H. W.

- Levasseur, C. R. Phoenix, H. W Thomas, Herb Thiele, L. E. Pierce, R. W. Gries, J. P. Gray, Wayne Pence, R. B. Bruere, W. H. Kansteiner, Sr., W. H Kansteiner, Jr., Wm. B. Naylor.
- BEN-MOORE MANUFACTURING CO., 3038 Atlantic Ave., Brooklyn 8, N. Y. Booth No. 108. Latest type 16-inch chocolate coating machine, 200-lb. and 500-lb. stainless steel, thermostat controlled melters. In attendance: Richard M. Bender, David A. Kay, George P. Eberlin.
- THE BEST FOODS, INC., 1 East 43rd St., New York, N.Y. Booth NO. 11. Coconut oils, domestic oils, hard fat. In attendance: J. J. Jones, H. C. Burr, J. J. Lucas, Sherman Murphy, Jr., R. C. Schwartz.
- BLANKE-BAER EXTRACT & PRESERVING CO., 3324 S. Kingshighway Blvd., St. Louis, Mo. Booth No. 513. Cordial dipping fruits; concentrated fruit purees and mixtures; colors, flavors and extracts for use in the manufacture of candy. In attendance: S. H. Baer, Miller Winston, A. H. Knese, C. R. Klofkorn, Edmond Lucast, Paul A. Semrad, Ralph Chute, Harry A. Bendfek, E. W. Wupper.
- BRAMLEY MACHINERY CORP. 15 Park Row, New York 7, N. Y. Booth No. 16. Grinding, mixing, dispersing, kneading, refining machines for chocolate and like industries. In attendance: B. M. Halpern, M. Luhne, A. Flam, I. Haber.
- BROWN INSTRUMENT DIV., MINNEAPOLIS-HONEYWELL REGULATOR CO. Wayne and Roberts Ave., Philadelphia 44, Pa. Booth No. 44. Instruments for the measurement and control of confectionery processes. In attendance: L. E. Slater, R. R. West, O. Henning, W. G. Scharing, W. S. Rubards, G. Rossiter.
- BREWERS YEAST COUNCIL, 525 Arlington Pl., Chicago, Ill. Booth No. 604.
- BRAZIL NUT ASS'N., 100 Hudson St., New York. Booth No. 203. Use of Brazil nuts in confectionery industry.
- BURRELL BELTING CO.: 413 S. Hermitage Ave., Chicago 12, Ill. Booth No. 18. Cooling tunnel belting and plaques, assorted belts, boards, pads, and aprons for confectionery mechanical devices and systems. In attendance: Earl F. Moyer, Paul J. Buss, John M. Moyer, James A. Linn, Howard G. Aylesworth, Carrol W. Aylesworth, William H. Jenks, C. B. Turner.

EXPOSITION HOURS

MONDAY, JUNE 6.....2:00 P.M. to 9:00 P.M. TUESDAY, JUNE 7.....2:00 P.M. to 9:00 P.M.

WEDNESDAY, JUNE 8......11:00A.M. to 8:00 P.M. THURSDAY, JUNE 9......12 Noon to 5:00 P.M.

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ATLANTA . BOSTON . CHICAGO . CINCINNATI . DALLAS . LOS ANGELES . PHILADELPHIA . ST. LOUIS . SAN FRANCISCO ESSENTIAL OILS . AROMATIC CHEMICALS . PERFUME BASES . VANILLA . FLAVOR BASES

- CALIFORNIA ALMOND GROWERS EXCHANGE.

 1802 C St., Sacramento, Calif. Booth No. 507. Shelled almonds. In attendance: Dale Morrison, Jack Axer, Charles H. Muller, Robert K. Clement.
- CALIFORNIA FRUIT GROWERS EXCHANGE PRODUCTS DEPARTMENT, 616 East Grove St., Ontario, Calif. Booths No. 22 and 23. A complete line of citarus products including Exchange Brand Confectioners Pectin, Orange Oil, Lemon Oil, Grapefruit Oil, and Citric Acid. In attendance: M. L. Chapman, D. R. Thompson, H. W. Hall, J. A. Finley, T. F. Baker, E. L. Rhoads, L. C. Gallagher, P. J. Haman, C. E. Scovern.
- CANDY INDUSTRY, New York, Booth No. 409.
- CANDY MERCHANDISING and THE CANDY BUY-ERS DIRECTORY, 400 W. Madison Street, Chicago 6. Booth No. 30. Publishers of: The Manufacturing Confectioner, Candy Merchandising, Candy Buyers' Directory, The Blue Book for Manufacturing Confectioners' Candy Packaging, and Candy Equipment Preview. Books and booklets for confectioners. In attendance: Prudence W. Allured, Stanley Allured, James Allured, Wm. C. Copp, H. White, C. C. Hall, W. C. Childs, M. Hayley, Nan Hall, B. L. Allured, J. Mercier, Allan Allured.
- FRED S. CARVER, INC., 345 Hudson St., New York 14, N.Y. Booths No. 6 and 7. Cocoa presses, cocoa butter presses and laboratory presses. In attendance: Fred S. Carver, William S. Carver, Robert W. Carver.
- CENTRAL STATES PAPER & BAG CO., INC., St. Louis 15, Mo., Booth No. 17.
- CHOCOLATE SPRAYING CO., INC. 2035-39 W. Grand Ave., Chicago 12 Ill. Booth No. 310. Continuous die pop machines, sugar sanding machines, hard candy sizers, chocolate decorators, etc. In attendance: L. Latini, E. Latini, J. Latini, J. Sheffman, G. Holmberg.
- W. A. CLEARY CORP., New Brunswick, New Jersey. Booth No. 407.
- CLINTON INDUSTRIES, INC. Clinton Iowa. Booth No. 504. Corn Syrup (unmixed), confectioners starches, Clintose (dextrose). In attendance: Carl Whiteman, Harold Bendixen, A. C. Junge, E. C. Alderson, E. D. Cottral, Walter Krafft.
- THE CONFECTIONER, Milwaukee. Booth No. A.
- CONFECTIONERS JOURNAL, Philadelphia. Booth No. 5.
- CONFECTIONERY-ICE CREAM WORLD, New York, N. Y. Booth No. 39.
- CONFECTION MACHINE SALES CO. 30 N. LaSalle St., Chicago 2, Ill. Booths No. 27 and 28. Instant and continuous fondant machines-all models. In attendance: C. Bonheimer, Paul Bonheimer, Hugo Eisenmenger, Ed Zeisler.
- CORN PRODUCTS SALES CO. 17 Battery Place, New York 4, N.Y. Booth NO. 306. Cerelose Brand Dextrose, Globe Brand Corn Syrup-unmixed, Buffalo Puritose Brand Corn Syrup, Buffalo Brand Corn Street, Hudson River Brand Corn Starch. In attendance: W. H. Gamble, E. W. Schimtt, J. M. Krno, A. G. Peterson, R. R. Adams, J. E. Walz, J. M. Coe, W. S. Winter, and representatives of Chicago sales force.
- CRYSTAL TUBE CORP. 538 S. Wells St., Chicago 7, Ill. Booth No. 203. Converters and printers of cellophane, acetate, pliofilm, glassine, and foil. In attendance: Reynold

- Goodman, Harold Goldring, Eileen Clifford Walsh, Reynold H. Goodman, Herman Bornstein, M. M. Mainthrow, Harry Wainer, E. Rush, Wm. Bederson.
- CURRIE MFG. CO., 1837-43 W. Grand Ave., Chicago 22, Ill. Booth No. 410. Automatic starch tray stackers, feeders, steel starch trays, truck casters, dollies, and trucks. In attendance: H. W. Currie, D. W. Currie, J. C. Decker, J. T. Crowe, and H. A. Currie.
- THE DOBECKMUN CO., 3301 Monroe Ave., Cleveland, Ohio. Booth No. 505. Packaging in printed films and foils. In attendance: M. Cantillon, R. M. Seigle, Walter N. Wilhelm.
- R. M. DUBIN CORP., 2500 S. San Pedro St., Los Angeles 11, Calif. Booth No. 3. Machinery and equipment. In attendance: R. M. Dubin, S. Dubin, Frank J. Keeley.
- CELLOPHANE DIV., E. I. DUPONT DE NEMOURS & CO., INC., Wilmington, Del. Booth 308. Cellophane for candy packaging. In attendance: W. J. Harte, B. C. Robbins, R. M. MacDonald, R. J. Crowley, R. E. Myers.
- DURKEE FAMOUS FOODS. 94th and Corona Ave., Elmhurst, Long Island, New York. Booth No. 24-A. Coconut oil products such as Konut, Hydrol, Plastek, and summer coating fats-Paramount "C", Paramount, and Paramount "X" Hardened Vegetable Oil with Lecithin. Desiccated coconut. In attendance: H. S. Davis, W. A. Wymer, C. S. Meyer, G. N. Bruce, C. W. Lantz, E. G. Kaupert, S. F. Eaton, F. D. Machon, H. E. Schifter, D. E. Kinder, P. N. Johnson.
- ELECTRIC SORTING MACHINE CO. 410 44th St. S.W., Grand Rapids, Mich. Booths No. 623, 624. Photoelectric Sorting Machines and Pneumatic Separators. In attendance: A. G. Curtis, S. B. Parker, C. L. Palmquist, C. A. Palmquist.
- FILTROL CORP., 634 South Spring St., Los Angeles 14, Calif. Booth No. 617. Desiccite No. 25, dehydrating agent. In attendance: R. A. Lovett, G. T. McCray, J. N. Micucci, Wilson.
- FOOTE & JENKS, INC. Jackson, Michigan. Booth No. 102. Flavors. In attendance: T. J. Torjusen, Sidney Ross, Paul W. Thurston.
- HARRY L. FRIEND CO., 52 India St., Boston 10. Booth No. 206. Hand roll machine or plastic center depositor Liquid depositor. In attendance: Donald McCulloch, John Murphy, Margaret McCulloch, T. J. Nevins, James P. Gray, George F. Reid.
- R. E. FUNSTEN CO., 1515 Delaware Blvd., St. Louis, Mo. Booth No. 603.
- J. W. GREER CO. 119 Windsor St., Cambridge 39, Mass. Booth Nos. 302-209-210. Automatic belt guiders, automatic feeders, bottomers, bunches-for use with muti-tier cooler, candy cooling slabs- 3' x 8', cold slabs (refrigerated), chocolate chippers, 10 pound chocolate bar molding equipment, small chocolate bar molding equipment, coaters, cooling tunnels, depositers- (for creams, marshmallow, jellies, etc.), depositor heads (pump bars), feed tables, plain, kettles melting and tempering, mutimolders (starch casting machines), muti-tier coolers, part-coating device, pumps (chocolate and syrup), pumping systems (chocolate), tempering columns, tempering units-three column, turntables, 90 degrees and 180 degrees, canvas belt or wire belt. In attendance: Don S. Greer, Fred W. Greer, Fred H. Behn, Charles R. Becker, Rod L. Grace, William H. Walker.



Give Your Fudge and

FOR

Caramels that

Delicious Rich

Butterfat Flavor

with HYFAT

HYDENSITY SWEETENED CREAM

Caramels, Fudges, Toffees, Suckers, Cream Centers, Uncooked Fudge, Butter Creams, Cream Nougats, Butter Crisp, Butterscotch, Chocolate Nut Caramels, Cast Caramels, Kisses, Chews Handrolls, and all other con-

fections use

HYFAT "BASIC HYDENSITY PROCESS"

AVAILABLE in any quantity. Let us quote on your needs. Write for formulas today.

HYFAT is your answer to quality candies at low cost! The fresh flavor and uniformity of HYFAT are scientifically controlled to give you certain results with every batch of fudges, caramels, chews, puddings, and other confections you produce.

HYFAT is a Hydensity Sweetened Cream of golden color, high butter fat content, smooth texture, and high total solids. Takes the place of best quality cream and sugar. Does not require cold storage.

HYFAT is the ideal and safe cream insurance for all seasons. It is dependable in quality and ready to use when needed. Discriminating confectioners have used HYFAT for many years to produce highest quality candies.

HYFAT is easy to use, too! Simply release contents from tub, peel back parchment paper, and cut off as much as you need. Place in kettle and note the rapid mixing of batch. Exclusive Hydensity process carries sweetened cream flavor of HYFAT right through to your finished confection—a superb, fresh flavor your customers will recognize instantly.

Available for prompt delivery. Order now.



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- GROEN MFG. CO. 4535 Armitage Ave., Chicago, Ill. Booth 503. Stainless steel steam jacketed kettles, stainless steel steam jacketed kettles with agitators, stainless steel revolving pans. In attendance: Fred H. Groen, Sr., Fred H. Groen, Jr., Elmer W. Barth, F. J. Corcoran, Robert Groen, Jr., E. O. Barth, Gordon Vold.
- HAYSSEN MANUFACTURING CO., 13th St. & St. Clair Ave., Sheboygan, Wisc. Booth No. 15. Carton wrapping machinery.
- IRA L. HENRY CO., Watertown, Wis. Booth No. 103.
- No. 8. Chocolate coating, liquors, cocoa powders (natural, Dutch process, and stabilized.) In attendance: G. B. Doop, E. J. Teal, L. S. Fiscus, E. J. Gallopini, F. W. Wolf, A. H. Hirt, G. M. Schorr, C. G. Wagner, C. W. H. Robinson, H. R. Wilson, Jr.
- B. H. HUBBERT & SONS, 1300 Ponca St., Baltimore 24. Booth No. 611.
- THE HUBINGER CO. 601 Main St., Keokuk, Iowa. Booth No. 4. OK Corn Syrup Unmixed (glucose), OK Confectioners' Starches, OK Dri-Sweet (corn syrup solids). In attendance: R. S. Fisher, R. L. Krueger, A. M. Robinson, G. W. Hines, J. T. Flahiff.
- THE HUGE CO. INC. 3664-66 Washington Blvd., St. Louis 8, Mo. Booth 618. Excelcide products, manufactured especially for use in food sanitation. In attendance: Louis G. Huge, T. L. Huge.
- I. D. CO.; FANCY CONTAINER DIV. 150 Spring St., New York 12, N.Y. Booth No. 205. Fancy Metal containers. In attendance: Ben Greenstein, Carl Molk, A. S. Katzman, A. B. Katzman, M. Rehns.
- INFORMATION & STANDARDS COMM. OF SUGAR INDUSTRY, 52 Wall St., New York 5, N. Y. Booth No. 616.
- INTERNATIONAL CONFECTIONER, INC., New York. Booth No. 105.
- KAVART STUDIOS, 15 W. 38th St., New York. Booth No. 12. Packaging technicians, lithographed candy tins.
- A. KLEIN & CO., INC. 113-119 West 17th St., New York, N.Y. Booth No. 26. Fancy boxes for the confectionerexclusively. In attendance: Joseph Ehrenfeld, William Michaelis.
- H. KOHNSTAMM & CO., INC. 11 East Illinois St., Chicago, Ill. Booth No. 207. Atlas Certified Colors in powder paste, and plastic form, Atlas Flavoring Extracts and Concentrated oils. In attendance: L. J. Wolf, Hugo Pulver, Wm. H. Nelson, Justin Pulver, Irv Kaspar, R. H. Pulver, E. A. Pfeiffer, Chas J. Beringer.
- J. M. LEHMANN CO., INC., 550 New York Ave., Lyndhurst, N.J. Booth No. 607. Machinery for the processing of the cocoa bean. In attendance: E. E. Muesser, George Jack, C. B. Hoffman, John H. Gesell, M. H. Pendergast, J. P. McCarthy, Oscar Sandberg.
- LYNCH CORP.-PACKAGE MACHINERY DIVISION, 3600 Summit St., Toledo, Ohio. Booth No. 408. Wrap-O-Matic Wrapping Machines. There will be an actual wrapping demonstration conducted during the show. In attendance: M. V. Girkins, W. A. Doepel, W. E. Ginkins, W. J. Czarniecki.
- MERRILL, LYNCH, PIERCE, FENNER & BEANE, Chicago and New York, Booth No. 10.

- THE MANUFACTURING CONFECTIONER PUB-LISHING CO., 400 W. Madison St., Chicago 6. Booth No. 30. Publishers of: The Manufacturing Confectioner, Candy Merchandising, Candy Buyers' Directory, The Blue Book for Manufacturing Confectioners' Candy Packaging, and Candy Equipment Preview. Books and booklets for confectioners. In attendance: Prudence W. Allured, Stanley Allured, James Allured, Wm. C. Copp, H. White, C. C. Hall, W. C. Childs, M. Hayley, Nan Hall, B. L. Allured, J. Mercier, Alan Allured.
- MARLENE MANUFACTURING CORP., 55 Mercer St., New York 13, N.Y. Booth No. 38. Starch trays, starch tray dollies, pan room trays, chocolate racks, dipping boards, candy mixing paddles, wire bottom trays, handling trays. In attendance: Herbert M. Morrison.
- MILLER WRAPPING & SEALING MACHINE CO.: (co-exhibiting with Simplex Wrapping Machine Co. and Amsco Packaging Machinery, Inc.) 18 S. Clinton St., Chicago, Ill. Booth No. 45. Wrapping machines, bag fillers, bag sealing machines, conveyors. In attendance: M. H. Corley, P. J. Corley, C. M. Montgomery, F. J. Kocarek, J. M. Hagberg, F. J. Faletti, A. C. Prosser, (also representatives of Amsco: E. E. Meşsmer, John Sylvester, Ed Watson, Steve Watson; of Simplex: R. Gaubert.)
- THOS. MILLS & BROTHER, INC., 1301 North 8th St., Philadelphia, Penn. Booth No. 14. Candy making machinery and utensils. In attendance: Alex Hunter.
- MILPRINT, INC., Milwaukee, Wis. Booth No. 307.
 Packaging materials, lithography, printing. In attendance:
 Kenneth Levings, Roy Hanson, Lester Zimmerman, Hugo
 Heller, Billy Heller.
- MURNANE PAPER CO., 153 W. Ohio St., Chicago 10, Ill. Booth No. 606. Packaging supplies.
- NATIONAL EQUIPMENT CORP., 153-157 Crosby St., New York City. Booth No. 32-33-34-35. Mogul Model M-100, enrober, continuous cooker, cherry dropped depositer, pump bar, batch mixer, hopper bottomer, cooling tunnel multi-tier, unit, cream cooler, tray stacker, peanut blanchery, temperature control units, chocolate melters. In attendance: Herman Greenberg, George Perkins, Joseph Greenberg, Max Guzzenheim, Sidney Greenberg, Charles Balis, Samuel Greenberg, Barbara Green, William Kopp.
- NEPTUNE METER CO., 50 West 50th St., New York
 20, N.Y. Booth No. 107. Liquid meters. In attendance:
 James H. Judge, Robert W. Ballantine, George Wallace,
 H. B. Brown, William P. Haendel, Harold Feltmann,
 John Hart, Ralph Gamaer, L. R. Van Meter.
- THE NULOMOLINE CO. 120 Wall St., New York 5, N. Y. Booth No. 401. Nulomoline, Grandma's Old-Fashioned Molasses, Convertit. In attendance: J. A. King, Karl Fromm, Frank Trager, Nathan Pike, John Calder, T. M. Hoicky, Bert Minton.
- E. T. OAKES CORP., Commacvk Rd., Islip, N. Y. Booth No. 621. Oakes Continuous Automatic Mixer, marshmallow, mazetta, and mayonnaise. In attendance: E. T. Oakes, E. Thomas Oakes, C. A. Oakes.
- PACKAGE MACHINERY CO. Springfield, Mass. Booth No. 301. Wrapping machines for all types of candy. In attendance: Roger L. Putnam, George A. Mohlman, Tom Miller, J. R. Tindal, E. F. Cornock, J. J. Kelly, C. R. Strehlau, William Keil, William Kerber, E. G. Wester-

NOW-A Cleaner Sturdier STARCH TRAY That Will Last 5 YEARS Under Ordinary Use

MAY WE SHIP YOU A TRAY FOR YOUR INSPECTION FREE of CHARGE

NO NAILS TO LOOSEN OR REPLACE

Modern high-speed candy making machinery certainly deserves modern, long-lasting Starch Trays. Vermillion has supplied "engineered" Starch Trays to Loose-Wiles and other confectionery manufacturers, where they have been proved far more efficient and economical. Vermillion Starch Trays are built of solid, kiln-dried oak frames with smooth, sealed Masonite bottoms, locked into the tray ends and set with screws at 4" variation. Beveled at conveyor points are they ride smoothly on your present conveyor system. Wood parts are finished with KAMEX, having a smooth "bar-top" finish. This eliminates excessive starch from sticking to tray! No nails to fall out—no repair costs—Vermillion Starch Trays will last several years longer than wood trays, and are cleaner, easier to carry and stack.

MORE RUGGED

- MORE SANITARY
- LASTS YEARS LONGER

veled on the underside for ooth gliding n conveyor chain.

Masonite fastened to ottom of tray with screws and finishing washers.

Side and end pieces of first quality oak, sanded and finished smooth as a bar top.

Cheaper IN THE LONG RUN than old fashioned wood-trays

Here's your opportunity to save money on repair as well as frequent replacement of Starch Trays.

ment of Starch Trays.

Corners of Vermillion Starch Trays are strongly held with dowel pins and lock-corner ends. Masonite bottoms are securely screwed to wood frame. Study the construction of these trays—YOU'LL BE AMAZED TO FIND THEY COST NO MORE THAN WOOD TRAYS—and last 3 to 5 years longer. Here's our suggestion: Write today for a FREE Tray for your examination. Check all the extra values of the VERMILLION Tray. No obligation to buy—you need not return the tray. You'll be quickly convinced it's the best made!

Mail the Coupon at Right for

W. R. Vermillion Co. 2205 GRAND AVE. KANSAS CITY, MO.

Corners reinforced with dowel pins. All corners "lock-cornered", glued and pinned with audo-nails.

THIS COUPON TODAY FOR FREE TRAY

W. R. VERMILLION CO. 2205 Grand Avenue, Kansas City, Mo.

> Ship free prepaid - One Vermillion Starch Tray for our examination. No cost - no obligation.

FIRM NAME

ADDRESS

- veit, A. E. Hjelm, G. E. Quisenberry, Fred Todt, S. R. Phin, J. R. Phin, and Dan Hoskins.
- PEERLESS CONFECTIONERY EQUIPMENT CO. 158 Greene St., New York 12, N.Y. Booth No. 24, 25. Continuous plastics machines, twist wrapping machine, round cooling conveyors, chocolate wrapping machines. In attendance: Sam Schwartz, Norman Schwartz.
- PENICK & FORD LTD., INC., 420 Lexington Ave., New York, N.Y. Booth No. 2. Corn syrups, corn starches, corn oil. In attendance: D. P. O'Connor, M. M. Kennedy, H. A. Horan, O. H. Tousey, P. G. Wear, H. A. Harvey, J. A. Kooreman, F. J. McCrosson, W. J. Brown, Norman Vance, W. O. Johnson.
- THE C. M. PITT & SONS CO. Key Highway, Boyle and Harvey Sts., Baltimore 30, Md. Booth No. 42 and 43. Velvet maraschino dipping cherries. Velvet Glace and Drained Fruits, Velvet Crushed Fruits and Specials and Velvet Flavors. In attendence: Harold P. Thompson, Arthur C. Beall.
- REYNOLDS METALS CO., 3rd and Grace Sts., Richmond, Virginia. Booths No. 403-404. Aluminum packaging for the confectionery industry. In attendance: C. F. Manning, J. C. Bjorkholm, Paul Murphy, A. S. Hartanov, Ray Jacke, George Dietrich, R. T. Clark.
- RIEGEL PAPER CORP., 342 Madison Ave., New York 17, N. Y. Booth No. 31.
- ROSS & ROWE, INC., 50 Broadway, New York 4, N. Y. Booth No. 1. Lecithin, Placto, Milk Products and Fries Flavors. In attendance: J. Edw. Rowe, W. R. Schlesinger, J. E. Lynch, Oscar M. Stout, James P. Booker, Harry R. Smith.
- ROTO BAG MACHINE CORP., 310 E. 22nd St., New York 10, N.Y. Booth No. 622. Bag-Making Machines for cellophane and plifilm. Demonstration of Plifilm bag production. In attendance: Richard H. Schnoor, Alfred Gans, Harvey K. Pinger.
- SAVAGE BROS. CO., 2638 Gladys Ave., Chicago, Ill. Booth 405. Fire Mixer, tilting mixer, marshmallow beater, continuous candy cutter, experimental mixer. In attendance: M. A. Savage, R. J. Savage, Jr., M. J. Linden, W. P. Halpin, R. W. Emerson.
- ROBERT E. SAVAGE COMPANY, 400 N. Michigan Blvd., Chicago, Ill. Booth No. 36-37. "Sanatray," starch trays, chocolate tempering tube for enrober, chocolate tempering mill for enrober, stainless steel dipping table, photos of starch moulding and depositing equipment, photos of hard candy equipment. In attendance: A. B. Bausman, Henry Bloomer, B. J. Bloomer, Al Bloomer, A. B. Cassidy, Sr., A. B. Cassidy, Jr., R. E. Savage, D. E. Segrin, J. Van Halden.
- F. J. SCHLEICHER PAPER BOX CO. 1811 Chouteau Ave., St. Louis 3, Mo. Booth No. 303. Fancy Paper Candy boxes of gift type, including special designs for Valentines and Christmas, also printed trade-mark boxes. In attendance: Louis H. Schleicher, Allen K. Schleicher, Frank H. Schleicher, Lawrence S. Schleicher, Frank T. Schleicher, Frank H. Horning, Clarence Strack.
- SENNEFF-HERR CO. 208 Fourth Ave., Sterling, III.

 Booth No. 29. Consultation and "formula service" to candy makers. Candy makers supplies—Nougat Whip, Hand Roll Creme X-L Caramel Paste, Vac Milk, Vac-Cream, Egg-O-Creame, Big "3" Jell Powder, Bon Bon Creme, Fudge Paste, etc. In attendance: Ben F. Kreider, Fred Hay, Dan Metzger, Jr., Galen Hauger, Paul Long.

- GEORGE SCHMITT & CO., INC., 253 Maujer St., Brooklyn 6, N.Y. Booth No. 620. Candy Box Wraps. In attendance: Rober Gunther, Wm. H. Gunther, Teresa Higgins.
- W. C. SMITH & SONS, 2539 N. 9th St., Philadelphia. Booth No. 202.
- A. E. STALEY MFG. CO., Decatur, Ill. Booth No. 309.

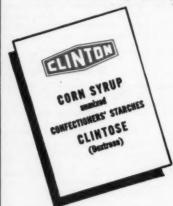
 Corn syrup, corn starches, Sta-Sol Lecithin, "Sweetose". In attendance: P. D. Doolen, I. F. Wieland, G. H. Batchelder, O. D. Sutter, P. J. Friendt, E. H. Schrader, L. H. York, H. J. Reavis, C. A. Moore, F. H. Brock, R. B. Progue, R. S. Alverson, C. C. Hollis, Natt Hammer, Ralph Dombroski, Dale Bush, Larry Trempel.
- STANDARD CASING CO., INC. 121 Spring St., New York 12, N.Y. Booth No. 13. Stainless Steel Fondant Cream and Chocolate Carriers and other stainless steel food handling equipment. In attendance: Daniel Koss.
- STANDARD PRINTING CO. 743-45 Ninth Ave., Columbus, Ga. Booth No. 304. Printed cellophane sheets and rolls, glassine and Acetate for packaging purposes. In attendance: W. E. Hawkins, C. A. Morgan, J. C. Harris, Jr., J. N. Miner, Marvin Burkes, Henry Clowe.
- STEINHARDTER & NORDLINGER, 105 Hudson St., New York 13, N. Y. Booth No. 21. Chocolate equipment.
- SYLVANIA DIV., AMERICAN VISCOSE CORP., 350 Fifth Ave., New York I. Booth No. 201. Cellophane. In attendance: R. D. Handley, J. A. Anglada, A. J. Horgan, G. W. Kindt, L. E. Nash, P. Lawrence, V. N. Winkler.
- TRAVER CORP., 358 W. Ontario St., Chicago, Ill. Booth No. 512. Printed sheets and rolls, plain and printed tubing, bags and envelopes of cellophane, acetate, glassine, foil, pliofilm, Victorywrap and Traversheen; Lox-Tite and hand assembled partitions for all types of candies and cookies; scored trays and boats; heat seal labels. In attendance: George W. Traver, Paul C. Traver, R. N. McCreary, Fred Rodenberger, Vincent J. Sheridan, Lee Jutrash, L. Tighe, Richard C. Blackburn, C. W. Dickinson, C. D. Ackerman, George W. Watts, Miss Phyllis L. Maley, C. L. Harder, George Green, Carl Harder.
- TRI-CLOVER MACHINE CO., 2809-60th St., Kenosha Wis. Booth No. 605. Complete line of sanitary pipe, fittings, valves and specialties, offered in stainless steel and trialloy. Sanitary centrifigal pumps, speed tools (used in assembly and fabrication of sanitary fittings), filters, stainless steel stubbing, etc. In attendance: James L. Costigan, R. M. Bode, R. W. Baker, B. E. Marlatt, T. H. Clark, E. Foulke.
- C. E. TWOMBLY CO. 146 Mystic Ave., Medford, Mass. Booth No. 511. All sizes, colors and shaped candy cups. In attendance: Wm. E. Smith, H. D. Kirkpatrick, George F. Twombly.
- UNION CONFECTIONERY MACHINERY CO., INC., 318 Lafayette St., New York 12, Booth No. 40. Rebuilt confectionery machinery.
- UNION SALES CORP., DISTRIBUTOR FOR UNION STARCH & REFINING COMPANY. 301 Washington St., Columbus, Indiana. Booth No. 204. Products from corn. In attendance: J. I. Miller, E. B. Pulse, G. W. Anderson, D. Foster, J. R. Myers, G. R. Underwood, R. E. Shumaker, W. H. Curry, J. E. Cleland.

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- VACUUM CANDY MACHINERY CO. RACINE CON-FECTIONER'S MACHINERY CO. 15 Park Row, New York 7, N.Y. Booth No. 502. "Simplex" vacuum cookers for fondant and hard candy. Racine in "Super Duplex" sucker, cutting, and drop roll machine. Racine "Junior" candy depositor. Assorted "Super Duplex" rolls. In attendance: Claude J. Covert, Joseph L. Raffetto, Warren F. Moore, William Genich, Robert S. Hislop, George Hislop, C. B. Turner, Harold Davis.
- VOORHEES RUBBER MANUFACTURING CO., INC., 151 East 50th St., New York 22, N.Y. Booth No. 104. Voorhees rubber candy moulds for candy manufacturers. In attendance: Robert J. Earl, M. R. Reffler, Walter E. Gibbo.
- VOSS BELTING & SPECIALTY CO., 5645-51 N. Ravenswood Ave., Chicago 26, Ill. Booth 106. Complete line of belting and specialties. In attendance: Joseph H. Voss, Sr., Joseph H. Voss, Jr., Robert J. Voss, and Warren E. Frandsen.
- WARFIELD CHOCOLATE—DIVISION, THE WAR-FIELD CO., 536 West 22nd St., Chicago 16, Ill. Booth No. 508. Chocolate coatings, cocoa powder, bon bon coatings. In attendance: J. D. Warfield, Jr., Paul M. Hershey, R. C. Hubbard, J. H. Wakefield, E. E. Ebel, G. A. Kerwin, C. D. Elliot.

- WEINMAN BROTHERS, INC., 3260 W. Grand Ave., Chicago 51, Ill. Booth 501. Transparent plastic boxes, counter dispensers, etc.; lithographed tins for confectionery and bakery products. In attendance: A. Weinman, M. Weinman, R. Heckendorf.
- CHARLES WEINHAGAN, 484 Jackson St., St. Paul, Minn. Booth No. 614.
- JOHN WERNER & SONS, INC., 713-729 Lake Ave., Rochester, N. Y. Booth No. 402. Confectionery machinery.
- T. C. WEYGANDT, 165 Duane St., New York, N. Y. Booth No. 615.
- WHITSON PRODUCTS DIV., BORDEN CO., 350 Madison Ave., New York. Booth No. 510. Soy proteins.
- WHITE-STOKES CO., 3615 Jasper Pl., Chicago, Ill. Booth No. 9.
- WRIGHT MACHINERY CO. Durham, N.C. Booth No. 19. Double unit Model "M" Weigher. In attendance: G. M. Spicer, E. O. Norvell, R. L. Hardy, J. C. Petrea, I. P. Ritschel, E. G. Bull, W. W. Case.

ARC Convention Program

THE 29TH ANNUAL convention of the Associated Retail Confectioners of the U. S. will open Sunday June 5 in Chicago's Drake Hotel, featured by a "Flowing Bowl" and "House of Friendship," announces W. D. Blatner, ARC secretary.

Business sessions will include discussions on restaurant, fountain, and bakery problems; candy production; personnel training; cost accounting and pricing; merchandising, packaging, and advertising.

"Tricks That Click," a "Question Box" session, window displays, a candy clinic, and an exposition will be other features.

Speakers and discussion leaders include: John Kettlewell, W. D. Blatner, L. W. Richard, "Jack" Mavrakos, "Herb" Dimling, "Chuck" Welch, Harry Weiss, Miss Hortense Starek, and Howard Vair.

The program committee includes: George Frederick, "Jack" Mavrakos, "Bucky" Harris, "Bob" Moore, and "Chuck" Cook.

The annual dinner dance will be Thursday evening, June 7 in the Drake's Gold Coast Room. The exposition will close June 8. The ARC convention program follows:

Sunday, June 5

5:00 p.m.—"House of Friendship," Drake Ballroom.

Monday, June 6

- 10:00 a.m.-Round Table-restaurant, fountain, bakery.
- 12:15 p.m.-Luncheon, Drake French Room.

- 1:30 p.m.—Opening 29th annual ARC convention. Candy production forum and candy formulae. Hear the Experts, Personnel training. Cost Accounting and pricing.
- 6:00 p.m.-Exposition, Stevens Hotel.

Tuesday, June 7

- 10:00 a.m.—Question Box, Ballroom. W. D. Blatner, presiding.
 An informal discussion.
- 12:15 p.m.-Luncheon, French Room.
- 1:15 p.m.—Conclusions from Roper survey, John Kettlewell.
- 2:00 p.m.—"Tricks That Click," Ballroom. Howard Vair, presiding. All members to participate.
- 3:30 p.m.—Merchandising: L. W. Richards. Packaging: Jack Mavrakos. Advertising: Herbert Dimling. Mail order: "Chuck" Welch.
- 7:00 p.m.-Self-treat cocktail party, French Room.
- 8:30 p.m.-Dinner dance, Gold Coast Room.

Wednesday, June 8

MORNING: Open.

12:15 p.m.-Luncheon, French Room.

1:30 p.m.—Window displays, Ballroom. Discussion leader:
Harry Weiss. Hillman's, Chicago, Candy Clinic:
Presiding, Miss Hortense Starek, Mrs. Snyder's Chicago, Mr. Tom Barron. Members displaying at the Candy Clinic are requested to have their displays in place before 1:30 p.m. Tables for display purposes will be set up and for use after 10 a.m.

Thursday, June 9

12:00 Noon—Confectionery Exposition, Stevens Hotel, Closes 5 p.m.

NCWA Convention Program

THE FOURTH ANNUAL convention of the National Candy Wholesalers Ass'n will be at the Hotel Stevens, Chicago, June 26-29. Dr. Clark Kuebler, president of Ripon College, Ripon, Wis., will address the opening session of the 1949 convention, according to J. P. Fritz, program chairman. "The wholesaler and the billion dollar baby" is the theme for the convention. In line with the theme, the convention will show the relationship of the wholesaler to this billion dollar volume, both as a responsibility and an opportunity.

Zenn Kaufman, merchandising director of Philip Morris & Co., Inc., Ltd., will address the convention on "Showmanship in Selling." Election of officers, a luncheon for area chairman, plans for "Sweetest Day" observance, a forum on "Balanced Selling", "Get Acquainted" party, and an "Early Birds" breakfast are additional features.

The Third-All-Confectionery Exposition will be twice as large as previous shows and will emphasize Fall lines, it is reported.

PROGRAM

Sunday, June 26

- 9:00 a.m.—Breakfast with the Trade Press. 10:30 a.m.—Board of directors' meeting.
- 12:30 p.m.-Luncheon, Board of Directors.
- 3:00 p.m.—Registration opens. 9:00 p.m.—Radio show, Grand Ballroom, everyone invited.
- 9:30 p.m.-Welcome Hour-Grand Ballroom.
 - Invocation.
 - Invocation.

 Welcome, John F. Poetker, Jr., Cincinnati, Ohio, president NCWA.

 Greetings: W. Melville Cribbs, Chicago, vice-president, National Confectioners Ass'n; Nate Leaf, New York, president, National Confectionery Salesmens' Ass'n; Henry J. Blomer, Chicago, president, Western Confectionery, Salesmens' Ass'n.
 - ern Confectionery Salesmens' Ass'n.

 Meet the Officers, Introductions by President John F. Poetker.
 - Meet the speakers, Introductions by J. P. Fritz, New-
 - port, Minn.., chairman, program committee.

 Meet the members, Get acquainted—State tags for everyone. Refreshments.

Monday, June 27

- 8:30 a.m.—Early Birds' Breakfast, Open discussion. Chairman: M. J. Herrick, Bismark, N. Dak., chairman, NCWA Board of Directors. Subject: "What's wrong with the Billion Dollar Baby".
- 9:00 a.m.-Registration continued.
- -Luncheon and opening session, Grand Ballroom. Theme: The Wholesaler and the Billion Dollar Baby. Subject: "Our Opportunity and Responsibility." 12:15 p.m.-
- 12:16 p.m.-Invocation.
- 12:16 p.m.—Invocation.
 1:15 p.m.—Call to Order, John F. Poetker, Jr., Cincinnati, Ohio, president, National Candy Wholesalers Ass'n, Inc.
 1:20 p.m.—Keynote address "Our Opportunity and Responsibility." Dr. Clark Kuebler, president, Ripon College, Ripon, Wis.
 2:00 p.m.—President's Address: "Our Opportunity and Responsibility to work together", John F. Poetker, Jr., John Poetker & Son, Cincinnati, O.
 2:30 p.m.—Asnouncements, C. M. McMillan, executive secretary, NCWA.
- tary, NCWA. 2:45 p.m.-Address: "Our Opportunity and Responsibility as

- Individuals", W. C. Dickmeyer, Wayne Candies, Inc., Fort Wayne, Ind.
- "Our Opportunity and Responsibility in Government" 3:15 p.m.-William A. Quinlan, Washington, D. C., NCWA
- legal counsel. 3:45 p.m.—In Memoriam.
- 4:00 p.m.—Appointment of committees.
- 4:05 p.m.—Announcements. 4:15 p.m.-Adjournment.
- 2:30 p.m.—Ladies "Get Acquainted" party. 4:45 p.m.—Opening, All Confectionery Exposition, Exhibition
- 9:00 p.m.-Get Acquainted Party: "An Evening in Paris" Grand Ballroom
- 10:00 p.m.—Exposition closes for the night.
 10:30 p.m.—"Parisian Moods", Another of the famous Donna
 Parker Productions staged by Producer Stu McClellan, who produced "Candy Circus" in 1948 and
 "Piddle Paddle" party in 1947.
 12:00 p.m.—Party continues, dancing to Benny Sharp's Orchestra.

Tuesday, June 28

- 8:30 a.m.—Breakfast—presidents, vice-presidents, and secretaries of local, state and sectional associations, candy clubs, and candy tables, Guest of NCWA officers.

 Second General Session, Grand Ballroom; E. J. McCoy, Presiding. Theme: The Wholesaler and the Billion Dollar Baby.

 Subject: "Working Together for Profit".

 9:45 a.m.—Merchandising film.
- 9:45 a.m.-
- -Merchandising film.
 -Call to order, E. J. McCoy, J. B. McCoy & Son, Canton, Ohio, chairman, NCWA educational com-10:00 a.m.-
- 10:05 a.m.-NCWA Educational Plans and Program, Report:
- E. J. McCoy.

 -Panel Discussion, Subject: "Sweetest Day Promotion 10:20 a.m.for the Wholesaler". Talk: Benefits of Sweetest Day for the Wholesaler
 - Talk: Benefits of and Manufacturer.

 Talk: "Organizing for Sweetest Day Locally."

 Talk: "Using Civic Facilities for Sweetest Day

 ""Using Civic Facilities for Sweetest Day
 - Talk: "Sweetest Day Display Material."
 - Questions and Answers.
- 11:15 a.m.-Announcements. 11:30 a.m.-Panel Discussion; Subject: "Sales and Merchan-
 - Talk: "How Joint Committee Program benefits Wholesaler."

 Talk: "My Salesmen Took Balanced selling."

 Talk: "Use of Salesmanagers Guide to Balanced
- Selling." Questions and Answers.

 12:15 p.m.—Report: "Comparative Figures on Wholesaler Operations," H. W. Loock, Allen, Son & Co., Baltimore, Md., chairman, NCWA research committee.
- 12:40 p.m.—Announcemen 12:45 p.m.—Adjournment. -Announcements.
- 1:00 p.m.-Luncheon, area chairmen, Board members and state councilmen
- 2.30 p.m.—Open for Private Plans.
- 4:00 p.m.—Committee Meeting—to be announced.
- 10:00 p.m.—Exposition closes.

Wednesday, June 29

- Third General Session, Grand Ballroom; John Casani, Presiding. Theme: The Wholesaler and the Billion Dollar Baby. Subject: "Doctor's Orders".
- 9:45 a.m.-Merchandising film.
- 10:00 a.m.—Call to order, John Casani, Philadelphia, vice-president, National Candy Wholesalers Ass'n., Inc.

(Please turn to page 112)



Keeping Properties of Confectionery As Influenced by It's Water Vapor Pressure

by D. W. GROVER

THE MOISTURE VAPOUR pressure of a foodstuff, regarded in relation to that of the surrounding atmosphere decides whether loss or gain of moisture can occur and, to a considerable extent, whether the foodstuff can form an acceptable medium for microorganisms. It follows that this property has great importance with regard to storage life. The moisture vapour pressure of confectionery has been studied firstly by measuring the vapour pressure/moisture content relations of the principal ingredients, namely sucrose, confectioners' glucose and invert sugar, and of some minor ingredients. The resulting information can be combined in the form of a number of formulae by means of which the moisture vapour pressure of most kinds of confectionery may be calculated from the composition. The figures so obtained agree well with direct measurements made on the individual samples. A wide variation in vapour pressure is observed between different classes of confectionery, these differences resulting in widely different keeping properties and requirements for satisfactory storage.

Commercial sugar confectionery and jam are expected to have a shelf life of several months, during which time various distinct kinds of spoilage are liable to occur. Satisfactory keeping qualities require that composition, packing and storage conditions should all be suitable. Some of the most troublesome spoilage is best understood in relation to the vapour pressure conditions within and in the immediate neighborhood of the "sweets." This class of spoilage includes the absorption of moisture resulting in stickiness and granulation; the loss of moisture resulting in hard unsaleable goods, and fermentation and mould growth. Loss or absorption of moisture occurs if the vapour pressure of the sweets is higher or lower respectively than that of the surrounding air. The growth of micro-organisms is generally supposed to be prevented if the osmotic pressure of the

medium is sufficiently high. Equation (I) represents the relationship between osmotic pressure and relative vapour pressure:

$$\mathbf{P} = \frac{\rho}{\sigma} \left(\mathbf{I} - \frac{\mathbf{I}}{h} \right) \qquad \dots \tag{I}$$

where P is the osmotic pressures in atmospheres, $\frac{\rho}{\sigma}$ is

the ratio of densities of the solvent as liquid and vapour, and h is the ratio of the vapour pressure of the solution to that of the pure solvent at the same temperature.

Although an immense variety of ingredients is used in confectionery its vapour pressure is largely determined by the relative amounts and physical states of the major ingredients, sucrose, confectioners' glucose or corn syrup, invert sugar, and water. Although the second two items are mixtures they occur in substantially constant composition and it is much simpler to study them as entities rather than to attempt to consider the separate effects of their ultimate components, dextrose, levulose, maltose and dextrin. Minor ingredients, of course, have an effect on vapour pressure for which, as will be seen later, allowance can be made in a relately simple manner.

The work which will be described in this paper may be divided into five sections. (i) Measurement of the vapour pressure of sucrose, glucose and invert sugar syrups. (ii) Measurement of the effects of minor ingredients. (iii) Development of formulæ for calculating the vapour pressure of various kinds of confectionery etc. (iv) Measurement of vapour pressure of commercial confectionery, and (v) Discussion in relation to keeping properties and storage

Vapour pressure of sucrose, confectioners' glucose and invert sugar syrups

A certain amount of information on this subject was available when this work was undertaken in 1938 and more has appeared since that date. The range of concentrations covered however, was insufficient for the purpose in view and fresh measurements were made. The apparatus used, already described¹, consisted of a simple

This helpful article by D. W. Grover is used through courtesy of the Journal of the Society of Chemical Industry, London, England. Mr. Grover is Lecturer-in-Charge, Food School, Sydney Technical College, Sydney, New South Wales, Australia.

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the fre joi air circulating system enabling a fairly accurate dew point measurement to be made simultaneously with a measurement of the temperature of the material under observation. In this apparatus air is circulated through the system at constant temperature, normally 20°, until equilibrium is established; that is until the water vapour pressure in the system is equal to that of the test material. Measurement of the dew point establishes this vapour pressure.

If p is the vapour pressure of the material and p_t is the vapour pressure of pure water at the same temperature t, the ratio p/p_t may be called the relative vapour pressure of the material. This is conveniently indicated by the symbol "h" or if expressed as a percentage, by h%. Then

$$h\% = \frac{p}{p_t} \times 100$$
(2)

h% being identical with the relative humidity percent of the air in equilibrium with the material. The relative vapour pressure is a more useful figure than the absolute vapour pressure as it gives immediate information regarding the atmospheric conditions in which a material will gain or lose moisture and is at the same time indicative of the osmotic pressure.

The relative vapour pressures of sucrose, confectioners' glucose and invert sugar syrups are tabulated (Table I) and plotted (Fig. I). All the points marked on the graph were obtained with the apparatus referred to except those on the sucrose curve marked by solid dots. These latter determinations, due to Thieme,² cover a range of supersaturated syrups which could not be used in the present apparatus owing to crystallisation.

TABLE I
Relative vapour pressure of syrups
Sucrose, confectioners' glucose, and invert sugar solutions at 20°

Sucrose		Confectioners	glucose	Invert	sugar
Solids %	h%	Solids %	h%	Solids %	h%
60.1	90.9	67.05	87.5	56.7	86.2
63.7	89.6	71.5	84.0	63 · 1	82.7
66.9	85.5	75.5	80.7	67.2	79.6
67.3	86 3	78.3	76.6	70.8	77.3
70.4	83.7	81.55	71.9	72.2	73.6
71.6	82.9	90.0	57.0	77.3	
73.2	79.2	92.9	44.6	78.5	67.3
				85.0	28.0
				87·I	49.4

The curve for sucrose syrups from 64 to 73% solids is in substantial agreement with data quoted in the international critical tables³ but is in disagreement with a value of 77.4 for the relative vapour pressure of saturated sucrose syrup at 25°C. obtained by Whittier and Gould.⁴

The confectioners' glucose used for preparing syrups for vapour pressure measurement had the following analysis:

Syrups prepared from other samples of glucose of similar analysis had vapour pressures in close agreement with the curve in Fig. 1. Cleland and Fetzer⁵ investigated the equilibrium moisture contents at relative humidities from 10 to 80% of a variety of starch hydrolysates. The

syrup most nearly approaching that used for the present experiments, with dextrose equivalent of 42% gave figures in fair agreement with the curve shown, somewhat lower vapour pressures being observed over the whole range, the divergence being greatest at high concentrations. These investigators established for starch hydrolysates a connection between relative vapour pressure and composition, the former decreasing as the conversion from dextrin to maltose to dextrose proceeded. This, of course, is the expected result of converting complex molecules to a larger number of simpler molecules.

The invert sugar curve may be compared with the data of Dittmar⁶ and Cleland and Fetzer.⁵ The former made three determinations at 80.0, 83.4 and 85.6% solids, obtaining vapour pressures in close agreement with the present work. Cleland and Fetzer's figures are again materially lower, the difference being — 3% in the region of 70% solids and — 11% in the region of 87% solids. It is significant that figures for the vapour pressure of glycerol obtained by Cleland and Fetzer are also lower than those of most other authorities.¹

In discussing these relative vapour pressure curves, particularly where mixtures of sugars are involved, it is convenient to express concentrations as grams of sugar per gram of water, a 50% syrup then having a concentration of 1.00, an 80% syrup a concentration of 4.00 and so on.

TABLE II

Conversion factors for invert sugar and confectioners' glucose at various

h%	3	i	8	1	. E
85	2.10	1.49	2.46	1.41	0.85
85 80	2.70	1.99	3.13	1.36	0.86
75	3 - 38	2.57		1 . 32	0.87
75 70 65 60	3.38	3.20	3·90 4·81	1.30	U-86
65	5.02	3.92	6.04	1.28	0.83
60	5·02 6 14	3.92	7.5	1.29	0.82
55	7.3	5.67	9.6	1.30	0.76
	9.0	6:70	-	1.34	_

The data for Table II are obtained from the smoothed curves of Fig. 1, and show, in the three columns headed s, i and g, the concentrations of sucrose, invert sugar and confectioners' glucose required to produce relative vapour pressures from 85% to 50%. In the last two columns are the ratios of the sucrose concentration required to give any one relative vapour pressure to, respectively, the invert sugar and glucose concentrations having the same h%. It will be noted that these ratios are fairly constant, averaging respectively 1.33 and 0.84. In other words, by multiplying the concentration of invert sugar and glucose syrups by these factors the concentration of a sucrose syrup having the same vapour pressure is obtained. This sucrose concentration is given the symbol E₈ and may be defined quite generally as the concentration of sucrose having the same relative water vapour pressure as the material being examined. For sucrose, invert sugar and confectioners' glucose equation (3) holds with sufficient accuracy both for simple syrups and mixtures.

$$E_s = s + 1.3i + 0.8g$$
(3)

where s, i and g are the concentrations of sucrose, invert sugar and glucose.

For convenience the relationship between E_8 and the relative vapour pressure h% has been tabulated (Table III).

The figures in Table III are represented with an accuracy of ± 0.5% by the empirical formula:

$$h\% = 104 - 10 E_s + 0.45 E_s^2 \dots (4)$$

Effect of Temperature

As the temperature rises the vapour pressure of any moisture containing material increases. It does not necessarily follow, however, that the relative vapour pressure also changes. In fact it has been demonstrated in the case of sulphuric acids and glycerol solutions that the relative vapour pressure remains almost constant. This appears to be true also of sugar syrups, as the following calculations show. The relative vapour pressure of a solution at its boiling point is equal to the ratio of the atmospheric pressure to that of water at the same temperature. In Table IV are compared values for h% calculated in this way with values measured at 20°C.

Effect of Non-sugars

The non-sugar ingredients added to confectionery are acids, salts, starch, gelatin, gum etc., most of which are present in small quantity in comparison with sugar and glucose. The figures in Table V, based upon data from Vol. III, International Critical Tables, are typical acids,

TABLE III

Relative vapour pressures corresponding to various equivalent sucrose concentrations

		concentr	ations		
			Sucrose co Grams per	ncentration	
Sucrose con			I g. water		
Es	%	h%	Ea	%	h%
2.0	66.6	85.8	4.1	80.4	70.4
2.1	67.7	85.0	4.2	80.8	69.8
2.2	68.7	84.2	4:3	81 - 1	69.2
2.3	69.6	83 4	4.4	81.5	68.6
2.4	70.5	82.5	4.5	81.8	68.0
2.5	71.4	81.7	4.6	82 · 1	67.4
2.6	72.2	80.8	4.7	82 - 4	66.8
2.7	72.9	80.0	4.8	82.7	66.2
2.8	.73 6	79.2	4.9	83.0	65.6
2.9	74.3	78.4	5.0	84.3	65.1
3.0	75.0	77.7	5.2	83.9	64.1
3.1	75.6	77.0	5.4	84.4	63.1
3.2	76.2	76.3	5.6	84.9	62.3
3.3	76.8	75.6	5.8	85.3	61.5
3.4	77.3	74.9	6.0	85.7	60.7
3.2	77.8	74.2	6.2	86.1	59.9
3.6	78.2	73.5	6.4	86.5	59.0
3.7	78.8	72.9	6.6	86.9	58.0
3.8	79.2	72.3	6.8	87.2	57.1
3.9	79.6	71.6	7.0	87.5	56.3
4.0	80.0	71.0	7 2	87.8	55.4
			7.4	88 - 1	54.6
			7.6	88.4	53.9
			7.8	88.7	53.3
			8.0	88.9	52.7
			8.5	.89.5	51.2
			9.0	90.0	49.9
		TABLE	TV		

TABLE IV

Relative vapour pressure of syrups at different temperatures

		Rel	ative vapor	ur pressure	%	
	Sucrose		Ğlu	cose	Invert sugar	
	20°	B.P.	20°	B.P.	20°	B.P.
60	89	88	-	QI	85	85
70 80	82	79	87	87	78	77
80	71	70	76	78	66	65
90	50	50	60	62	48*	44
		* 1	Sytrapolate	ed		

salts, etc., which produce a greater lowering of h than does sugar.

The conversion factors in this Table are of the same nature as those in Table II, that is the concentration of

non-sugar substance should be multiplied by the appropriate factor to obtain the concentration of sucrose having the same relative vapour pressure.

TABLE V

Conversion factors of soluble non-sugar substances

GI	ycerol	1	artaric acid		odium iloride		odium ertrate		isodium itrate
h%	Conver- sion factor								
88	4.7	91	2.4	92	11.0	89	2.8	87	2.9
SI	4.2	88	2.2	90	9.5	96	2.6	84	2.8
67	3.7	85	2.1	81	9·5 8·8	83	2.4	82	2.8
49	3.8	78	2.0	76	9.2	77	2 · I		

As regards non-sugars of high molecular weight, experimental determinations of the relative vapour pressures of syrups and jellies containing gum arabic, gelatin and starch agree sufficiently well with values calculated from the analysis of the mixtures using the factors already proposed for the sugars and the following factors for the non-sugars:

Gum arabic ... as for confectioners' glucose, i.e. 0.8 Starch, etc ... as for invert sugar, i.e. 1.3

A comparison of experimental and calculated values for such mixtures is given in Table VI.

TABLE VI

Vapour		syrups corposition		gum arab	Relative	nd gelatin vapour sure
Gum	Starch	Gelatin	Invert	Water	Experi- mental	Calcu- lated
22.1	_		49·I	27.8	77	78
18.5	-	_	54-6	26.9	76	76
_	42.3	_	28.9	28.8	86	82
_	42.0	-	36.4	20.7	78	71
*****	42.7	_	40.0	17.3	71	65
=	42 - 3	-	44.8	12.9	51	56
-	_	13.0	55.4	31.6	81	79
-	-	7.8	70.4	21.8	67	67
-	_	14.7	63.4	21.9	67	67

Serious divergence is only observed for the starch-containing mixtures and it will be noted that the quantity of starch in these is much greater than normally occurs in confectionery products. With these mixtures rather better agreement with the experimental vapour pressures is obtained by basing the water retention of the starch at various humidities on published data, e.g. that of Sair and Fetzer, and assuming that the remaining water forms a syrup with the invert sugar, the vapour pressure being obtained from the curves of Fig. 1 in the usual way.

The effect of milk solids can be allowed for by assuming that lactose in solution causes the same vapour pressure lowering as sucrose; and casein, albumin, etc., as gelatin. The concentration of lactose in solution can be taken as 0.15 g. per g. of water. 10 Making these assumptions the calculated relative vapour pressure of a sample of condensed milk (45.2% sucrose, 10.0% proteins, etc., 2.2% ash, and 27.6% water) compares satisfactorily with the experimental value (82 and 85% respectively).

Calculation of Relative Vapour Pressure Of Confectionery

The results obtained in previous sections enable sufficiently reliable formulæ to be developed for calculating the relative vapour pressure of many kinds of confectionery and allied products. The calculation is based upon the general formula:

$$\mathbf{E}_{\mathbf{s}} = \Sigma \, cf \qquad \dots \qquad (5)$$

where c is the concentration of any ingredient, expressed as grams per g. of water and f is the appropriate conversion factor. The relative vapour pressure "h%" can be read against E_8 in Table III. Conversion factors are collected for convenience in Table VII.

TABLE VII

	V apour Subs	•		onv	ersion)	actors	Conversion factor
Sucrose, lactose							 1.0
Invert sugar							 1.3
Gelatin, casein							 1.3
Confectioners' gli	ucose s	olids		9		0.0	 0.8
Starch							 0.8
Gums, pectin, etc	2.						 0.3
Tartaric and citri	c acids	and	their	salt	3	4.4	 2.5
Glycerol							 4.0
Sodium chloride							 9.0

The vapour pressure is, of course, not affected by crystalline sugar and allowance must be made for this fact in applying the preceding formula to confectionery, such as fondant, cream paste and marzipan which in general contain crystalline sucrose. A formula is available for calculating the amount of sugar in solution. The work on which this calculation is based has not yet been published.

If s, g and i represent the concentrations of sucrose, confectioners' glucose and invert sugar in a syrup saturated with sucrose, then at 20°C.:

$$s = 1.994 - 0.339(g+i) + 0.038(g+i)^3$$
 (6)

To illustrate these methods some examples have been worked out.

Additional Helpful Data

H ELPFUL DATA on "How to Protect Candy from Moisture" will be found in the full-length article of that title by R. A. Lovett, which appeared in the October, 1948, issue of THE MANUFACTURING CONFECTIONER, starting on p. 59. Mr. Lovett, who is manager of the Desiccant Division of Filtrol Corp., Los Angeles, discusses protective packaging possibilities through use of a desiccant, with special reference to hard candies and brittles of all types. Based on wartine developments in the so-called Method II protective packaging process, Mr. Lovett's method involves use of a desiccant or dehydrating agent to maintain a low relative humidity atmosphere in the interior of the package.

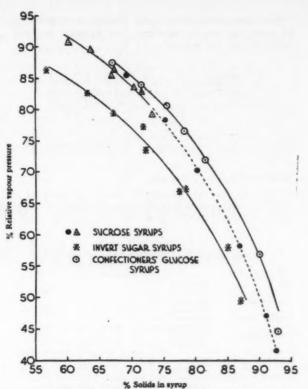


FIG. 1. The relationship between concentration and relative vapour pressure of sugar syrups

Example 1: Fruit Telly

Constituents	%	Factor	% × factor
Sucrose	 26.5	1.0	26.5
Glucose solids etc.	 25.8	0.8	20.6
Invert sugar	 31.0	1.3	40.3
Acid and ash	 3.1	2.5	5.2
Water	 14.6	-	_

$$E_{i} = \sum cf = \sum f \frac{\% \text{ constituent}}{\% \text{ water}}$$

$$= \sum \frac{f}{14.6} (\% \text{ constituent})$$

$$= 92.6/14.6$$

$$= 6.34$$

= 6·34
Relative Vapour Pressure (from Table III)
= 59% (experimental value 59%).

Example 2: Cream Paste

The ingredients must be considered as consisting of fractions, the syrup fraction and the solid fraction. The latter will include any crystalline sugar, fat and colloidal material, e.g., starch and gelatin, insoluble material from coconut etc., and also a certain amount of water which is bound by the colloidal material. The syrup fraction will include the remainder of the water, glucose solids, invert sugar and any dissolved sucrose.

Composition, %:

Water in syrup fraction =
$$5.31 - 1.33\%$$

= 3.98%
Soluble solids other than
sucrose = $14.9 + 1.0 + 0.3$
= 16.2%

The composition of the syrup fraction in g. per 1 g. of water can now be calculated (see equation (6) and multiplied by the factors:

Sucros	se		 1.24				
Gluco		ds	 3.74				
Invert	sugar		 0.25				
Ash			 0.08	×	3.2	=	0.30
		E.				100	4.76

Relative vapour pressure = 66 (experimental value = 68).

Relative Vapour Pressure

The calculated and measured vapour pressures of a range of confectionery products are collected in Table VIII.

TABLE VIII
The relative vapour pressure of various kinds of confectionery

Type of produ	act			elativ					Usual
Jam		Measured Calculated	77						75 to 82
Fruit jellies .		Measured	76						,3 10 62
		Calculated	75	59	67	72			59 to 76
Turkish delight		Measured	66						
		Calculated	64	65	70	61	64		60 10 70
Marshmallow		Measured	72	69	68	71			
		Calculated	72	69	68	71	66	82	
								63	63 to 73
Liquorice		Measured	64	66					
		Calculated	65	65	55	53	56	62	53 to 66
Gums and pastil	les	Measured	60	61	64				
		Calculated	55	60	62	61	53	53	
-								57	51 to 64
Toffee	0 0	Measured Calculated	47						Below 48
Boiled sweets		Measured	28	30	20				Below 30
Fondant cream		Measured	**	30	-9				Delow 30
	-	Calculated							75 to 84
Marzipan		Measured	68						/5 10 64
		Calculated	69	83*	77*				Approx. 70
Cream paste		Measured	65	-3	"				approx. 70
		Calculated	65	67	68	68			65 to 70
		* For	use l	by ba	kers				

In this table the kinds of confectionery are divided into two main classes: those not normally containing crystalline sucrose and those normally containing crystalline sucrose. Each class is arranged in order of decreasing water vapour pressure. Agreement between experimental and calculated values is satisfactory in almost every case, indicating that the method of calculation, although empirical, is reliable.

The measured relative vapour pressures for boiled sweets may well be too high. The apparatus is not suited to measuring very low vapour pressures owing to the difficulty of maintaining and observing the low dew points involved. Modern vacuum cookers are capable of producing boiled sugar with about 1% of moisture, the relative vapour pressure of which would be expected to be well below 20%.

It will be noted that no figures for chocolate are included in Table VIII. Plain chocolate consists principally of finely ground sucrose suspended in solid cocoa butter. The cocoa material is to a considerable extent insoluble, with the result that although chocolate retains small amounts of moisture even at low humidities important amounts are absorbed only when the relative humidity approaches that at which sucrose crystals will absorb moisture; that is at about 85%, the relative vapour pressure of saturated sucrose solution. Figures for relative vapour pressures of commercial chocolate could have

any values up to 80% and would not be significant with regard to storage and other problems.

Discussion

The relative vapour pressure of confectionery products is thus seen to vary from below 20% to above 80%. These differences have a distinct bearing on storage life. It has already been shown that the relative vapour pressure is the humidity at which the material neither gains nor loses moisture. The average indoor relative humidity in this country is probably about 65% varying from below 50% to about 90%. All kinds of confectionery are thus susceptible to gains or losses of moisture. Generally jam, jellies, turkish delight, marshmallow, fondant cream and marzipan are liable to dry out, although spells of high humidity may cause moisture absorption and spoilage. Boiled sweets and toffee are particularly liable to damage by absorption of moisture.

Goods which rely on some form of jelly to maintain their shape, a class which includes the majority of those in Table VIII, are able to absorb or lose limited amounts of moisture without serious spoilage. The process is reversible. This does not apply to toffees and boiled sweets. These absorb moisture readily even from a dry atmosphere, the absorbed moisture causing an irreversible change in the physical condition of the sweets. Toffees and boiled sweets are essentially supersaturated, supercooled syrups, relying on their high viscosity to prevent sucrose crystallisation. Absorption of moisture lowers the surface viscosity and allows crystallisation to occur. This, in turn, by throwing a proportion of the dissolved solids from solution, further lowers the viscosity. In this way, once a surface film of moisture has been absorbed, crystallisation can proceed right through the piece and the sweets are said to have "grained."

A consequence of graining is an increase of the relative vapour pressure (see Table IX) and hence of the humidity within the container in which the grained sweets are packed. This may cause the graining of otherwise satisfactory goods in the same container.

TABLE IX

Change in the relative vapour pressure of boiled goods on graining

ime of storage (weeks)	Condition	h%
0	Not grained	 29
5	Surface graining	 50
18	Badly grained	 60

It is evident why most confectionery requires some protection against gain or loss of moisture, the amount of protection necessary varying according to the type of goods. Boiled sweets, at one end of the scale, are protected by packing in sealed containers—either metal or glass; or by moisture-proof film. Toffees are wrapped in waxed paper, and so on. The amount of protection given depends to a considerable extent upon economic considerations. There is a demand for better, more economical and more convenient packages and the provision of standardised means of testing these will become more ungent as a greater variety of materials becomes available for this purpose.

The other form of deterioration associated with vapour pressure is the growth of moulds and yeasts. In general it seems to be true that no organisms grow when the relative vapour pressure is below 65%. If this were the whole story it would be very difficult to prevent the multiplication of micro-organisms on many goods. Fortunately

(Please turn to page 64)

The latest patented invention of Justin J. Alikonis for both a method and an apparatus for making chocolate confectionery possessing superior qualities of taste, texture and aroma is described in this full-length report of the U.S. Patent Office. Mr. Alikonis is production chief for Paul F. Beich Company. Patented March 29, 1949, Mr. Alikonis' invention was awarded Patent No. 2,465,828. Application was made May 19, 1947. Assignment is to Paul F. Beich Company, Bloomington, Ill.

CHOCOLATE: A New Process and New Equipment for Superior Taste, Texture, Aroma

T HE PRESENT INVENTION relates to a method of making chocolate confectionery possessing superior qualities of taste, texture and aroma, and to an apparatus for

performing the method.

It is a general object of the invention to provide a chocolate making process and apparatus for carrying out the same, wherein all of the dry ingredients of the chocolate are ground and pulverized to an exceedingly fine particle size in a single abrasive and scarifying type of puverizing operation under conditions which preclude substantial liquefying or gumming of any of said ingredients, and in particular of the cacao nibs which are the basic ingredient of the chocolate product.

A further object is to provide a method and apparatus for manufacturing chocolate which eliminate need for

ng 1

multiple grinding procedures to process the cacao nibs by reducing them to a viscous liquid or semi-plastic consistency, commonly known as chocolate liquor, and in which the nibs are ground and pulverized in a single operation, along with all other dry ingredients, to an exceedingly fine particle size.

A still further object is to provide a method and apparatus for chocolate confectionery manufacture which are notable for the savings in equipment, space, labor, and power which is made possible, while producing a chocolate product of exceedingly fine quality, definitely superior to that of chocolate confections produced by ex-

isting, multiple grinding procedures.

Yet another and more specific object is to provide a method and apparatus wherein the dry ingredients, particularly including the basic cacao nibs, are mixed and successively ground to exceedingly fine and uniform particle size by an abrading and scarifying action, in which the pulverizing step is carried out at a lowered temperature and under controlled air supply conditions, so as to enable the reduction of the cacao nibs without liquefying the same and objectionably clogging or gumming the pulverizer.

The foregoing statements are indicative in a general way of the nature of the invention, but other and more specific objects will be apparent to those skilled in the art upon a full understanding of the construction and

operation of the device.

A single embodiment of the invention is presented herein for purpose of exemplification, but it will be appreciated that the invention is susceptible of incorporation in other modified forms coming equally within the scope of the appended claims.

In the drawings,

Fig. 1 is a schematic or diagrammatic view illustrating a commercial system for performing the process of the invention in a continuous, as distinguished from a batch, operation;

Fig. 2 is a fragmentary perspective view, further illustrating certain special provisions for supplying the pulverizing equipment of the apparatus with a conditioned

and cooled air supply; and

Fig. 3 is an enlarged fragmentary view in vertical transverse section through the grinder housing of the appara-

tus on a line generally corresponding to line (3-3) of

Fig. 1

In my copending application Serial No. 682,771, filed July 11, 1946, I illustrate and describe an improved method and apparatus for manufacturing chocolate confectionery wherein the dry ingredients, excepting the basic cacao nib ingredient of the ultimate chocolate product, are ground to a particle size not exceeding 25 microns in a single grinding and pulverizing operation. As pointed out in detail in the aforesaid application, this improvement eliminates much of the time-honored, multiple phase equipment including grinding mills, melangeurs, refiners and conches, or equivalent particle reducing and mixing apparatus which has been relied on heretofore in the production of fine chocolate confections.

The dried or cured cacao bean, and in particular the so-called cacao nib, cocoa nib, or cracked cocoa derived therefrom, is the basic raw material from which cacao products or chocolate, as distinguished from cocoa powder, are prepared. These cacao nibs are prepared by cleaning, roasting, and cracking after removing the shell of the cacao bean. The nibs are separated from the waste shell and other products and, under ordinary procedures, are rendered to a solid or semi-plastic condition known as chocolate liquor by grinding the nibs finely in a so-called triple burr mill between natural or aloxite stones. The grit size and design of the bosom and the furrows and feathering of the cutting and grinding stone are the controlling factors in the fineness of the grind. Various roller type mills are also employed to process chocolate liquor from the original nibs, all requiring excessive space to house the equipment, as well as having large personnel and power requirements.

Varying Fat Content

The different varieties and grades of cacao beans contain different precentages of cacao fat in the nibs, but they seldom contain less than 50 per cent by weight of cacao fat. This high content of cacao fat, plus its low melting point (i. e., in the neighborhood of 86-89° F.), has prevented the grinding of the nibs in cetrifugal, air flotation, and hammer type grinders. The operation of such pulverizers involves the centrifugal flowing of the ground material in opposition to a fan-created air stream in the pulverizer housing, separating, recirculating, and regrinding the insufficiently ground particles by reason of a balanced reaction of their centrifugal force and aerodynamic force, while smaller particles which meet size requirements are discharged from the mill. However, the treatment of cacao nibs in installations of this type has not been practical heretofore, because of the tendency of the cacao fat to melt and to clog or gum the abrasion machinery. Hence grinding of the cacao nibs has heretofore been accomplished exclusively by the multiple phase, progressive size reduction operations referred to above.

I have found that, under controlled conditions of roast of the cacao nibs and of their moisture content and of the temperature and humidity of the atmosphere in the pulverizer housing, a mixture of the dry ingredients of the desired chocolate confectionery, including the cacao nibs, can be successfully pulverized continuously and without clogging in a pulverizer of the type referred to above. The result is an extremely fine powder, which, when subsequently mixed with the liquid confectionery ingredients, produces a superior chocolate or chocolate coating without further processing.

In performing the method, the cacao beans are roasted to a medium or a medium high roast in continuous roasters enabling a positive control, in operation. Of course, the conditions of a given exact roast will depend to a considerable extent on the variety, grade and blend of cacao nibs used, but I contemplate that the moisture content of the cacao nibs not be over 3.8 per cent at any time, since moisture toughens the cacao nibs. A medium or medium high roast normally yields a cacao nib that is crisp and brittle and has a fine chocolate flavor and aroma, readily distinguishable from low roasted nibs which are tougher and lack the fine flavor and aroma.

In order to achieve the desired results of controlling the moisture content, dry, cool air is preferably used at all times to cool the roasted nibs and in conveying the same to the pulverizer for processing; and maintenance of controlled conditions of temperature and humidity throughout the pulverization operation is an essential feature of the invention, as will appear.

Pulverizer, Discharge Equipment

A suitable pulverizer, together with supply and discharge equipment for the purpose of the invention, is illustrated in the drawings. The reference numeral (10) in general designates a conventional screenless hammer type pulverizer adapted to produce a product of a particle size of from 1 to 25 microns. This pulverizer, which is of a standard manufacture, designated "Mikro-Atomizer," the product of the Pulverizer Machinery Company, of Summit, N. J., operates on the basic principle of separating and recirculating the ground particles in a pulverizer housing by a balanced reaction of centrifugal force and air flotation or aerodynamic drag, as pointed out above, so that the larger sizes are retained in the grinding section of the mill as long as is required for their ultimate reduction to desired particle size.

It is not believed necessary to illustrate and describe in detail the construction of pulverizer (10), however, in operation, referring to Fig. 2 and 3, the ground material in the pulverizer housing (16) is thrown by centrifugal force into the path of an annular series of individually pivoted, rotating hammers (3), in opposition to an air stream created by a built-in rotary fan (32). Said stream travels radially inwardly of the housing and exists axially through the blades of said fan in the direction indicated by arrows in Fig. 3 to expel the particles into a discharge duct (14). In so traveling, the particles are struck by the separator blades (33) which rotate with the fan blades, and are centrifugally thrown radially outwardly by said separator blades. The greater centrifugal force of the larger and coarser particles overcomes the radial inward the air drag tending to expel the same from the housing, and returns them into the path of hammer impact against the grinding surface (34). The air drag on the smaller particles overcomes their centrifugal force and delivers them axially from the housing. The point of balance between these two opposing forces, and therefore the control of the maximum size of the delivered pulverized particles, is readily regulated by control of velocity of the fan-created air stream. The structural features of the aerodynamic pulverizer unit (10), such as the hammer carrying rotor (35), dispersion rings (36), deflector rings (37), and fans are well known to those skilled in the art, hence require no further descrip-

The dry materials of the chocolate composition, including prepared roasted and cooled cacao nibs, sugar, salt, dry milk powder, and the like, are charged to the hopper (11) of a mechanical bucket type elevator (12) associ-



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ated with the pulverizer, from which they are discharged to the storage hopper (13) of the latter. Pulverizer (10) processes the ingredients by the operations referred to above to such an extent that approximately 99 per cent thereof will pass through a 325-mesh screen. No particle is greater than 25 microns in size, and the great bulk of the grind is much finer than that. This pulverized product is blown upwardly and laterally into discharge duct

In order to maintain the desired temperature and humidity conditions throughout the operation of pulverizing the cacao nibs and other dry ingredients, I preferably enclose the pulverizer in a casing (15) which surrounds the pulverizer housing (16) in the manner illustrated in Fig. 2. Supply hopper (13) discharges through the casing (15) to the intake side of the pulverizer housing and said casing (15) is appropriately sealed, as indicated at (17), around hopper (13) and around the joint of discharge duct (14) with the casing. Said duct is forked at its lower end for association with the dual discharge throats (18) of pulverizer (10).

Conditioned Cooling Air

Casing (15) is supplied internally with conditioned cooling air through a duct (19) opening in one side thereof, said duct being in turn connected to a source of suitably refrigerated air of any conventional nature, which it is not believed necessary to describe. The materials being reduced in the pulverizer are to be maintained at a temperature below that which would result in substantial liquefaction of the cocoa butter in the nibs. The make-up of the mix of materials entering the pulverizer determines the maximum permissible temperature. For example, for a milk chocolate composition having, say, 10 percent chocolate nib component, a temperature of 78° F. is acceptable; but for a chocolate compound having a higher percentage of nibs, for example, up to 35 percent, a lower temperature of about 68% F. is required. Accordingly, provision is made to supply an adequate volume of air through duct (19) to maintain the pulverizer parts at or below said temperature, in conjunction with other provisions to be described. Suitable vaned openings in the pulverizer housing (16) admit conditioned air from the casing interior to the materials being reduced by the pulverizer. Such cooling of the atmosphere surrounding the pulverizer and of the air entering its housing inhibits melting of the cocoa fat content of the nibs and maintains the nib particles in an appropriately dry condition, corresponding to the condition of the other dry ingredients, for their successful reduction to desired particle size and discharged by the pulverizer (10).

An auxiliary air opening (20) is provided in the top of casing (15), which leads to a supplemental air intake (21) of the pulverizer and is also communicated with a supply or source of cool dry air (not shown) as by a duct (22). This furnishes air with the incoming charge of dry ingredients to control their temperature and humidity, and in general facilitates the feeding thereof to the pulverizer.

The remainder of the apparatus is generally similar to that illustrated and described in my prior copending application referred to above, comprising a standard type automatic dust collector (23) through which a certain percentage of the finer particles of the output of the pulverizer is delivered through a duct (24). These particles are collected and returned to the discharge conduit (25), which also receives the discharge of duct (14), by a screw conveyor (26). The ground dry ingredients are discharged selectively into the Stehling tanks or other appropriate mixing and storage equipment (27) under the control of the shutter type valves (28). There they are mixed with measured quantities of liquid ingredients, such as flavoring, lecithin, and the like through supply lines which are diagrammatically illustrated and designated by the reference numeral (29). The mix is with-

drawn as desired through the pipes (30).

Cacao nibs which are handled under a controlled condition of restricted moisture content are crisp and easily broken up into very minute pieces which, when introduced in a mixture with other dry ingredients in a refrigerated atmosphere, lend themselves to efficient and rapid reduction in the pulverizer (10). The nibs may in fact be preliminarily reduced in size to a considerable degree in the standard cracker and fanner wherein certain husking or winnowing steps are performed. The refrigerated atmosphere wherein final pulverizing along with the other dry ingredients is later carried out allows for the rupturing of the fat cells of the cacao nibs with very little, if any, melting of the fat content. As a result, the nibs are reduced to minute particle size while maintaining the form of a dry, fine powder capable of passing through the pulverizer (10) continuously without clog-

The relatively coarse, rough products such as sugar, salt and the like, have a surface scarifying and abrading action on the nibs in the pulverization procedure which further tends to prevent the arising of a gummy condition. Thus, though a momentary rise in temperature in pulverizer (10) may tend to cause momentary melting of some of the cacao fat, the small quantity of liquid involved is readily absorbed in and by the scouring action of the coarse dry ingredients, especially the sugar, so that no serious tendency to clog the apparatus arises.

While the normal operating temperature in an uncooled pulverizer of the type under consideration may reach 115° F. or higher, which is sufficiently hot to reduce quickly the apparatus to inoperativeness if handling cacao nibs, a cooling of the pulverizer to 89° F. or lower will result in continuous efficient production. However, as stated above, cooling to a point below the melting point of the cocoa fat is contemplated by the invention.

I am aware that it has been proposed to dry grind dry ingredients of a cocoa coating compound employing cocoa powder as the basic ingredient, in turn requiring separating, screening, and further processing of the ground components. No problems of fat liquefaction, gumming, and clogging are presented in such procedure. Thus in the manufacture of cocoa powder, cacao nibs are processed to a chocolate liquor condition, as in the production of true chocolate, after which said liquor is pressed in hydraulic presses for periods ranging from 10 minutes to two hours to express fat therefrom. The cocoa presscake left is scraped from the press, cooled, broken by special machinery, subjected to magnetic treatment to remove stray iron, and then run through a pulverizer. The ground material is then cooled on the conveyor, passed through a sieve or air-treated to separate the fine cocoa from the coarse, which is returned again to the pulverizer to be ground over and over again. The ultimate product is the cocoa powder of commerce having a low

The present method by contrast involves the direct grinding of fatty cacao nibs along with all usual dry in-

(Please turn to page 95)

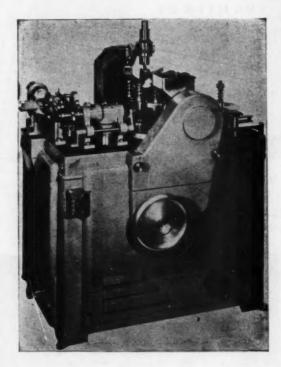
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New Equipment with Coolusive New Features VISIT OUR EXHIBIT AT BOOTHS 32, 33, 34, 35 N.C. A. Coposition JUNE 6-9 HOTEL STEVENS, CHICAGO



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ZION. ILLINOIS

ROLD H. HILL

March 11, 1949

NATIONAL EQUIPMENT CORPORATION, 167 N. May Street, Chicago, Illinois.

Att'n Mr. Charles Balin

Dear Mr. Baling-

I thought you would be interested to know that we are very well pleased with the new Model M-100 Automatic Steel Mogul, which we installed last November, and that it is operating beyond our

When you informed me that your new Harmonic Motion Travel Control would enable us to run up to 20 boards per minute, I took it with a grain of salt. I just want to let you know that we have operated our new mogul from 18 to 20 boards per minute and it works like a charm.

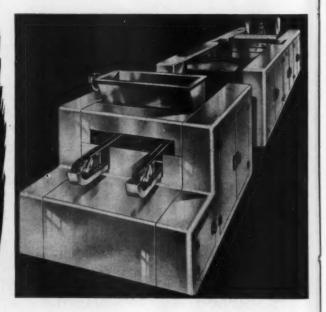
Another promise of which I was in doubt when you took my order, was that you could install your Mogul over a week-end. True to your promise, you started installing the new Mogul Friday night and it was working Monday morning without our losing any production the new one.

I think you deserve credit and praise for keeping your promise on delivery and installation, and performance of your machine. I do not hesitate to extend my congratulations to you on a wonderful, smooth-running, gucd-working piece of machinery.

Yours sincerely,

ZION INDUSTRIES, INC. Candy Division

HAROLD H. HILL, Manager.



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All-New, All-Steel, Heavy-Duty MOGUL M-100

Designed for today, tomorrow, and the future. Has proven beyand the slightest doubt that it operates at 20 boards per minute and more, smoothly and with better quality moulding. DOUBLE YOUR PRODUCTION OVER A WEEKEND WITH THE SAME PAY-ROLL. Installation of the new Mogul Model M-100 can be made over a weekend so that you will have continuous production with no loss of time. Cuts your moulding labor cost 50%.

ORDERS PLACED NOW WILL BE DELIVERED IN TIME TO MEET YOUR FALL 1949 PRODUCTION REQUIREMENTS



NATIONAL CHOCOLATE MELTER

Sanitary! Improved Tempering!

MADE OF WELDED STEEL. Larger water jacket between walls, results in greater control. Stirring paddles are of strong, lightweight metal, equipped with self-adjusting scrapers for greater tempering efficiency. Complete paddle assembly quickly removable.

NEW SILVRETONE HYDRO-SEAL* PUMP BAR

Accepted by the New York City Department of Health as being of sanitary construction.



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SILVRETONE—A new harder, stronger metal allay, lighter in weight, gleams like silver, outwears bronze.

Hydro-Seal patented grooved pistons are the ONLY method of securing continuous lubrication. National's groove-type pistons are self-sealing, continuously water-lubricated, eliminate soaking, leaks and repairs. The new patented cut-off bar is made with rounded corners in grooves as a sonitary feature.



NEW NATIONAL AUTOMATIC CHERRY DROPPER

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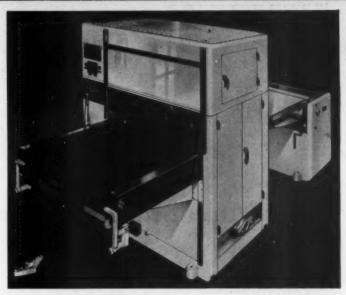
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Sanitary! Labor Saving! High Production!

Highly efficient, economical machine—does the work of 20 people! Automatically and precisely drops cherries or nuts in starch. Operates at regulated speeds in conjunction with Mogul and/or separate Depositor. Sturdily built to stand up under continuous operation.



NEW NATIONAL ENROBER AND FEEDER

ACCEPTED by leading Health Authorities including the New York City Department of Health AS BEING OF SANITARY CONSTRUCTION.

Made in 24", 34", 42", 48" belt widths. Easy and immediate accessibility for cleaning. Designed for quick disassembly of pumps and tempering column scrapers. Stainless steel wire belt thermostatically heat controlled. Improved wire belt carrier rolls out as easily as a desk drawer and uncovers chocolate tank. All parts readily accessible. Ultra-violet ray lamp kills off bacteria. Avoids harmful stale odors.



NEW NATIONAL TRAVELING, TIER COOLER AND PACKER

Newly perfected design and of rugged construction for steadier and smoother automatic continuous processing in a limited area. Utilizes overhead area and reduces the space required for cooling to an absolute minimum. Sanitaryl Automatic loading and unloading! Cools chocolate coated goods where large volume and long cooling are required. Timing device adjustable to automatically handle various types and sizes of candies.



NEW NATIONAL CONTINUOUS COOKER

2500 lb. per hour capacity

Whether your hard candy requirements are 800 lbs. or 2500 lbs. per hour, this peerless machine produces the finest, clearest, driest and glossiest quality results!

This New Cooker Produces: 800 lbs. of Cooked Sugar....Steam Pressure 43 lbs.

153-157 Crosby St., New York 12, N.Y.



Marshmallows and Fudge

Colored Marshmallows

ANALYSIS: Purchased in Oak Park, Ill. grocery store, 10 ounces for 17 cents. Appearance of package is good. Packaged in cellulose bag printed in red and blue. Color, texture, taste are good.

REMARKS: One of the best marsh-

REMARKS: One of the best marshmallows we have examined this year. Priced very reasonable at 17 cents for 10 ounces. Code 6G49.

Marshmallows

ANALYSIS: Appearance of package is good. Packaged in all over wax paper wrapper printed in red and blue; folding tray used. Color and taste of the 16-piece marshmallow assortment are good. Texture is dry and tough. Purchased in Oak Park, Ill. grocery store, 4 ounces for 8 cents.

REMARKS: Suggest a M.S.T. cellulose wrapper, heat sealed to prevent marshmallows from drying and becoming tough. Present wrapper is not air tight. Reasonably priced. Code 6H49.

Marshmallows

ANALYSIS: Purchased at 8 cents for 4 ounces in an Oak Park, Ill. grocery store. Appearance of container (folded tray used) is good. Wax paper wrapper printed in red and blue. Color and taste of the 16 marshmallows are good. Texture is fair. REMARKS: Wax paper wrapper was

REMARKS: Wax paper wrapper was broken, causing air to get into the marshmallows and partly drying them. Suggest a M.S.T. cellulose wrapper, heat sealed to prevent the

above condition. Priced right. Code

Marshmallows

ANALYSIS: Appearance of package is good. Container is cellulose bag printed in red. Color, texture, and taste of marshmallow is good. Purchased 10 ounces for 17 cents in Oak Park grocery store.

REMARKS: The best marshmallow of this kind we have examined this year. Very tender and good eating. Priced reasonably at 17 cents for 10 ounces. Code 6N49.

Vanilla and Chocolate Nut Fudge

ANALYSIS: Purchased 1 pound for one dollar in Oak Park, Ill. candy shop. Sold in bulk. Color and taste of vanilla nut fudge is good. Texture is very hard and dry. Chocolate nut fudge color and taste are good. Texture is fair though dry.

REMARKS: Suggest formula of the vanilla fudge be checked as it is too hard and dry. Suggest 10 ounces of glycerine be used to a 100 pounds, or good coconut oil added when batch is ready to be poured. This

Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY-Holiday Packages: Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.

APRIL-\$1.00 and up Chocolates: Solid Chocolate Bars

MAY—Easter Candies and Packages: Moulded Goods

JUNE-Marshmallows: Fudge

JULY-Gums; Jellies: Undipped Bars

AUGUST—Summer Candies and Packages

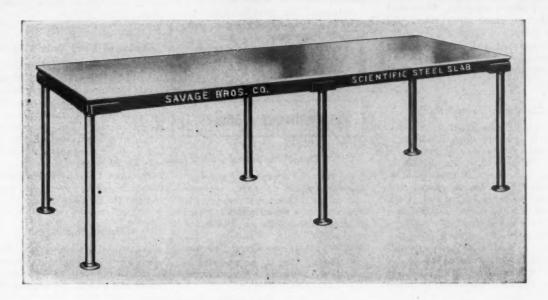
SEPTEMBER-All Bar Goods; 5c Numbers

OCTOBER-Salted Nuts: 10c-15c-25c Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year: Special Packages. New Packages

The SAVAGE Scientific Cooling or Heating Slab



By Repeat Orders Candy Manufacturers have acclaimed this slab because

THE SAVAGE COOLING OR HEATING SLAB IS:

FASTER—Will cool about 20% faster than any slab on the market.
REGULATED—Will give even cooling or heating at all times. No hot spots whatsoever.

STRONG CONSTRUCTION—Steel plate highly ground and polished. Consumption of water is minimum. It will withstand 125 lbs. working pressure. It is permissible to use refrigerated water.

CONVENIENT—Iron pipe legs are equipped with extra long threads in order to adjust where floors are uneven. Available in standard sizes and special sizes to order. Also ideal for enrober bottomer table.

ECONOMICAL—Unnecessary to take apart and clean out sediment or do any of the usual repairs encountered with steel cooling slabs.

SAVAGE BROS. CO. 2638 GLADYS AVE., CHICAGO 12, ILL.



would help keep the fudge soft. Code 6M49.

Chocolate Marshmallow Eggs

ANALYSIS: Appearance of package is good. Regular egg crate box used. Printed in blue and brown with imprint of rabbits in same colors reversed. The 12 pieces with light coating are fair. Color, texture, and taste of center are good. Purchased in Chicago chain drug store. No price listed.

REMARKS: A well made chocolate marshmallow egg. One of the best we have examined this year. *Code* 6P49.

Chocolate Coated Fudge

ANALYSIS: Purchased in an Oak Park, Ill., grocery store, 1 pound for 49 cents. Appearance of package is good. White folding box printed in yellow and blue with open window on side. Four 4-ounce bars, each wrapped in paper backed foil. Dark coating is good. Color, texture, and taste of center is good.

REMARKS: A neat and attractive package. New and different, well planned. Coating and center are of good quality. The best chocolate fudge we have examined in some

time. We seldom see good fudge at this price. Should be a good seller at 59 cents. *Code* 6L49.

Vanilla Nut Fudge

ANALYSIS: Purchased in an Oak Park, Ill., candy store, 1 pound for one dollar. Sold in bulk, the fudge has good taste, very hard and dry texture, and color is too light.

REMARKS: Suggest formula be checked as fudge is entirely too hard. Suggest 10 ounces of glycerine be used to 100 pounds or a good coconut oil be added when batch is ready to be poured. Code 6D49.

Miscellaneous Candies

Chocolate Bunny

ANALYSIS: Packaged in cellulose wrapper printed in green, yellow, and purple. Cardboard base used. Appearance, size, chocolate, gloss, molding, taste, are good. Purchased in variety store, Waukegan, Ill. Weight: 1% ounces. Price: 10 cents.

REMARKS: One of the best chocolate Easter items we have examined this year. Code 5V49.

Chocolate Coated Checkerberry Pattie

ANALYSIS: Appearance of pattie is good. The glassine wrapper is printed in red and blue. The dark coating is good. The center is good in color and texture. For flavor see remarks. Purchased in a retail candy store in Boston.

REMARKS: Suggest flavor be stronger as very little flavor could be tasted. *Code* 5C49.

Assorted Hard Candy Sticks

ANALYSIS: Sent in for analysis as No. 4616. Appearance of package is good: Container is a bag printed in blue, with a red band on top. Sticks are good in workmanship, good but gaudy in stripes, fair but somewhat bright in colors, poor in flavors, and lack gloss. Package weighs 8 ounces, sells for 25 cents.

REMARKS: Suggest better grade of flavors be used. Stick is too porous and too thick. Code 4/49.

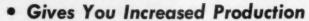
Easter Pop Novelty

ANALYSIS: Packaged in amber colored cellulose bag with paper rabbit's head on top and printing in yellow and purple. Package contains

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Order Now for Prompt Delivery





- Eliminates Hand Stacking (completely automatic)
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This new affiliate takes over the activities of the Givaudan flavor division and produces a complete and interesting line of true fruit and imitation flavors, as well as combinations of both.

Drawing upon the scientific experience of the Givaudan organization in America and abroad, and utilizing its production facilities and worldwide access to raw materials, Givaudan Flavors Inc. offers a unique service to its customers.

The organization of Givaudan Flavors Inc., a great forward stride in the American flavor industry, is made with the confidence that it will better serve your needs.

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Easily attaches to any conveyor. Operates in any position—top, side, or bottom. Any numeral or letter combination. Once a day service. An automatic marker and pricer at reasonable cost, that spots mark where you need it. Helps stock rotation at all points. For details, write:

KIWI CODERS CORP.

Inks for Any Surface



eight pops in foil wrappers. Appearance and size: good. Color, texture, and taste of pops are good. This ½-ounce pop novelty purchased in a variety store in Waukegan, Ill., for 10 cents.

REMARKS: Attractive Easter novelty in this price field. Code 5049.

Decorated Chocolate Coated Coconut Cream Egg

ANALYSIS: Five ounces for 10 cents purchased in variety store, Waukegan, Iff. Packaged in cellulose wrapper printed on side in yellow. Appearance of egg: fair. Decoration is of green sugar icing. Size is good; chocolate is fair. Color and texture of center are good; taste is fair.

REMARKS: Coating is not up to standard. Center lacks flavor. Suggest a good vanilla flavor to be used. Code 5P49.

Chocolate Coated Coconut Cream One Half Egg

ANALYSIS: Two ounces for 10 cents. Purchased in a chain grocery store in Waukegan, Ill. Packaged in foil wrapper printed in green, purple,

and white. Appearance and size of piece are good. Coating is good. Texture and taste of center are fair; color is good.

REMARKS: Coconut is very dry and hard to chew. Suggest coconut be soaked overnight to improve texture.

Code 5R49.

Chocolate Coated Half Cherry Egg

ANALYSIS: Packaged in foil wrapper printed in red and white. Appearance, size, and dark coating are good. Color and texture of center: good. Taste: fair. Item weighs 134 ounces and sells for 15 cents. Purchased in a Chicago department store.

REMARKS: A well made egg but center lacks flavor. Suggest a good cherry flavor be used and sufficient amount to give good cherry flavor. Code 5X49.

Chocolate Peppermint Cream Bar

ANALYSIS: Seven-eighths ounces for 5-cents. Sent in for analysis as No. 4623. Appearance good, size small. Packaged in foil wrapper, white paper



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When people of all ages become "regulars" for the candy you make, you have a real asset. You owe it to yourself to keep that asset - by using uniform, high quality ingredients which naturally include the acidulant in the case of fruit flavored confections.

PFIZER CITRIC ACID

is available in a special granulation ideally suited for the even acidulation of hard candies. It can safely be counted on for consistent, first-quality results, adding a zest of its own to the sweetness of sugar.

And the ready and complete dispersion of Pfizer Citric Acid assures you of the necessary even acidulation of your candies. For details and prices: Chas. Pfizer & Co., Inc., 630 Flushing Ave., Brooklyn 6, N. Y.; 211 E. North Water Street, Chicago 11, Ill.; 605 Third Street, San Francisco 7, Calif.

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Manufacturing Chemists Pince 1849





band, printed in green and blue. Chocolate is good. The color of the center is poor, the texture is hard and dry, and the flavor is scarce.

REMARKS: Not a good eating peppermint cream bar. Center lacks flavor and is of poor texture. Code 5GG49.

Chocolate Coffee Cream Bar

ANALYSIS: One and five-eights ounces for 10-cents. Sent in for analysis as No. 4624. Appearance and size of bar are good. Packaged in foil wrapper, yellow paper band printed in brown. Chocolate is good. Color and texture of center is good. Flavor is poor.

REMARKS: A well made candy bar but a poor coffee flavor. Code 5HH49.

Chocolate Peppermint Cream Bar

ANALYSIS: One and three-quarter ounces for 10 cents. Sent in for analysis as No. 4626. Packaged in foil wrapper, white paper band printed in green and blue. Size is small for a 10 cent seller. Appearance of bar is good. Dark chocolate is good. The color of center is poor

and texture is somewhat dry and hard. It has very little flavor.

REMARKS: Suggest a stronger and better grade of peppermint flavor be used. Center needs checking as it is not good eating. Code 5AA49.

Rock Candy Crystals

ANALYSIS: Two and one-half ounces for 10 cents. Sent in for analysis No. 4620. Packaged in folding box printed in orange and blue. Appearance of package is fair. Color and taste are good. This is the first time we have seen rock candy in crystal form.

REMARKS: Suggest white border with blue corners and less printed matter be used on container. Code 5749.

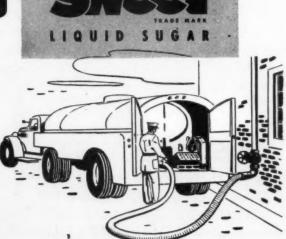
Covered Cake Pieces

ANALYSIS: Container is square, full telescope bottom; top is pink, printed in blue; bottom is blue. Pieces are assorted cakes with icing similar to "Nabisco" crackers dipped in dark coating. Pieces are about 1½" x 2" x ¾". Each piece is in a cellulose bag. The package weighs 8 ounces. It was sent in for analysis as No.

You get these advantages with

- √ Eliminates the drudgery of manual handling
- √ Increases production capacity of your present equipment
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- √ Completely free from bag lint and dirt
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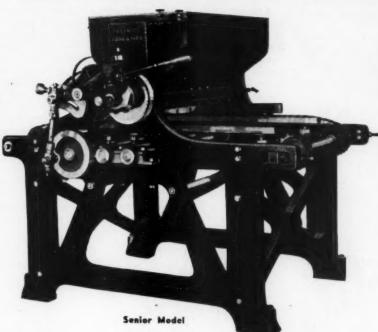
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THE RACINE DEPOSITOR

See the
Racine Junior
Depositor at
Booth No. 502,
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Convention,
Stevens Hotel,
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Specializing in Starch Moulds, Boards, and Trays for ever 50 years. Send for our Mould Board Information Folder.

Manufacturers of "Simplex" Vacuum Hard Candy Cookers Steam and Gas

Vacuum Fondant Cookers and Coolers Steam and Gas

Steam Jacketed Kettles Copper and Stainless Steel

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Punch and Die Sucker Machines

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Candy Depositors

Chocolate Depositors

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For depositing in starch, metal, or rubber moulds or direct on trays, plaques, polished steel, or rubber belts.

The Racine Depositor will handle many and various products, such as cream, gum, grain work, marshmallows, cocoanut slugs, or coconut bars, and chocolate bars, with or without nuts, fruits, etc., as well as chocolate stars, kisses, buds, wafers, patties, nonpareils, and small or midget bits or buds, etc., cast direct on polished steel belt.

The Racine Depositor operates without pumps, the depositing being done by means of oscillating shafts. This action is such that exactly the same amount of material is discharged through each outlet, making the goods run absolutely uniform in size and weight.

The Racine Depositing Shaft permits deposits of many sizes, shapes, and spacings by using extra and special designed nipples, plates, etc.

The Racine Depositor is standard equipment with the most progressive Chocolate and Candy Manufacturers. There must be a reason! Write us for more particulars and we will cheerfully send you such information as you may desire.

Racine Confectioners Machinery Co. and Vacuum Candy Machinery Co.

15 Park Row, New York 7, N. Y.

Western Office and Factory: Racine, Wis.

Eastern Factory: Harrison, N. J.

4610. No price is given. Appearance of package is good. Coating is good in color, gloss, and taste; has no strings. Cake is good in color, texture, and taste.

REMARKS: A different and good eating piece. It is neatly put up. Suggest a retail price of about 60 cents. Code 4K49.

Chocolate Caramel Type Bar

ANALYSIS: Packaged in foil wrapper, white paper band printed in red and blue. Appearance is fair; size is good; chocolate (light) is fair. Color, texture, and taste of center are good. Weight 15% ounces. Price: 10 cents. Sent in for analysis as No. 4627.

REMARKS: Coating is not up to the standard of a good bar of this kind. Code 5BB49.

Buttercreams

ANALYSIS: Samples in bulk sent in for analysis as No. 4621. Sample No. 1: Dark coating has fair taste, good gloss, no strings, and color is too dark. Color, texture, and taste of center are good. Sample No. 2: Color of center is good; texture is fair. Sample No. 3: Color of cen-

ter is good; texture and taste fair. Sample No. 4 and 5: color is good and the texture and taste are fair.

REMARKS: Samples were examined three times, on three different days. We think the best sample is No. 1. The texture of the cream is the best for a Buttercream and had a fresh butter taste. Samples No. 2-3-4-5 were good but cream is more like "salve". Sample No. 1 did not "stick" in the mouth, and had a good "break" to it. Code 5CC49.

Chocolate Coated Cherry Half Cream Egg

ANALYSIS: Two ounces for 10 cents. Purchased in a chain store, Zion, Ill. Packaged in foil wrapper printed in red, blue, and yellow. Imprint of cherries in red. Appearance, size, and dark coating of egg: good. Color, texture, and taste of center are good.

REMARKS: One of the best cherry cream eggs we have examined this year. Code 5W49.

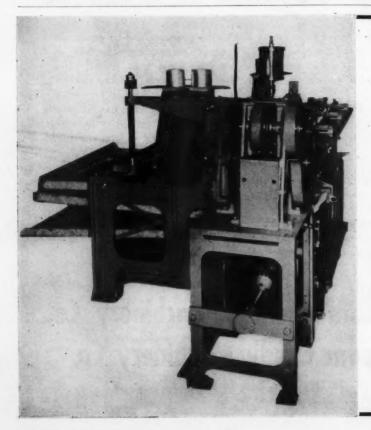
Pecan Pralines

ANALYSIS: Appearance of package is good. The container is a buff colored box, full telescope type, printed in blue with imprint of lady and man in blue wrapped in cellulose. Pralines are about 3 inches in diameter and are packed in a cellulose printed bag of blue and white. Texture, color, and taste of pralines are good. Sent in for analysis as No. 4633. No price listed.

REMARKS: It is impossible to make any kind of grained sugar candy of this type that will not "spot". To prolong the texture use 10 ounces of true glycerine to every 100 pounds. Put into batch before spooning out, mix well. We think these are the best pecan pralines we have examined and were in fine condition when received. Code 6F49.

Assorted Miniature Chocolates

ANALYSIS: Eox sells for \$1.09 the pound. Sent in for analysis as No. 4612. Box has white embossed paper, with name and printing in blue. Appearance of box on opening is fair. Pieces number: 20 dark coated, 21 light coated, and 4 foiled pieces. Dark and light coatings are good in colors, gloss, strings, and taste. Dark coated centers: Good in vanilla pecan top fudge, glace cherry, ginger, vanilla nut cream, nut and fruit paste, pineapple, pecan cluster, and raisin and cream; good in kernel paste but



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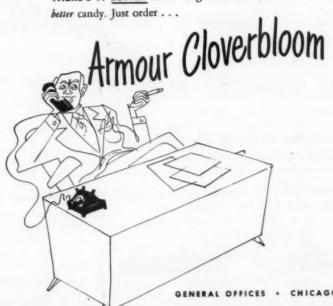
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has a very strong flavor; fair in vanilla cream; appears rancid in walnuts; unidentifiable flavor in pink jelly and pink cream. Light coated enters: Good in chocolate paste, vanilla coconut paste, molasses coconut, Brazil, and glace cherry; fair in nut cream; appears rancid in walnut cluster and lemon cream; unidentifiable flavor in pink jelly and pink cream shell piece. Foiled solid chocolate is good. Foiled praline is good. Assortment is fair.

REMARKS: Box is too loosely packed. Suggest a liner be used, as well as a divider. A cellulose wrapper would help appearance. Flavors are not up to standard. Suggest some hard candy centers be added to improve assortment. Chocolates are cheaply priced at \$1.09 the pound for miniatures. The Clinic suggests a better grade of flavors be used, assortment improved, and price increased to \$1.25 the pound. Code 4/49.

Assoried Chocolates

ANALYSIS: A pound package sent in for analysis. No price listed. Appearance of the package is fair. White box is a two-layer type, full telescope. Name is in red and brown. Imprint of animals, fruits, and toys in color with a cellulose wrapper. Appearance of box on opening is good. Number of pieces in box totals 30: dark coated, 16; light coated, 10; foiled, 2; caramel fingers, 2. Colors and gloss of coatings are good. Strings and taste are fair. Dark coated centers all good but dark nut cream lacks flavor. Lemon cream's flavor is fair. Jelly could not be identified. Molasses chew is fair. Remainder of the light coated centers are good. Cellulose wrapped caramels and foiled nougats are fair. Assortment is fair.

REMARKS: Assortments contained too many creams. Code 5F49.

Chewing Gum Balls

ANALYSIS: Sent in for analysis as as No. 4635. No price listed. Appearance of piece, color, texture, flavors, and panning are good.

REMARKS: Samples received were in good condition. We could not see any signs of fermentation. If you are getting fermentation in this piece, the following may be the cause: Moisture content too high; sweating before panning. Be sure gum is dry and free from moisture before panning. Code 6049.

Sugar Coated Pecan Halves

ANALYSIS: Appearance of package is good. Acetate round container printed in brown pecans. White and spiced sugar pecans are good. Orange sugar pecans have a relatively weak flavor. Sent in for analysis as No. 4632. No price listed.

REMARKS: A well made sugar pecan, good eating. Suggest you try California cold pressed orange oil to improve flavor. As to the color in the orange we have done a great deal of research work to retain the color in a grained and sugar piece, but have not been successful. We find that any color will "spot and fade" in this type of grained sugar. Suggest a retail price of \$1.50 per pound. Suggest you get in touch with any of the large glass jar or tin can manufacturers who will make tests free of charge. Code 6C49.

Hollow Chocolate Orange

ANALYSIS: Appearance of package is good. The container is square white box, full telescope, printed in blue, orange, and green with imprint of spray of oranges in colors on top and bottom. Orange looks genuine and has wax coating to be peeled off as real orange. Color, shape, and



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How to Defrost FROZEN EGGS

- by DR. O. J. KAHLENBERG

Director of Research, National Egg Products Ass'n.

THE PROPER DEFROSTING of eggs is a very important operation for all those handling frozen eggs. It is well known that freezing and storage destroy some of the bacteria in frozen whole eggs, but there are still many organisms which cause spoilage that survive and multiply during and after defrosting.

Many complaints on the poor functional performance and spoilage of frozen eggs are not justified but are the result of the defrosting methods employed. In combating complaints on improper defrosting methods, it is essential that all those handling frozen egg products be advised of the National Egg Products Ass'n recommended procedures for properly defrosting according to our present knowledge and experience.

Considerable care is taken by the producer to bring his frozen eggs to the consumer in a satisfactory condition. Improved breaking techniques and equipment developed during the war make it possible for every company to produce a high quality egg product. Because such information and facilities are available to all, there is little excuse for anyone to put a poor frozen egg product on the market. Reliable packers know that there is no "substitute for quality." Reliable food manufacturers realize that the end product can never exceed the quality of the starting materials. Frozen eggs of initial good quality suffer little damage during prolonged storage at subfreezing temperatures. There are some frozen eggs which have been kept under constant freezing temperatures for a period of 38 years and still considered as being good edible products today.

Recommendations have been made by both the U. S. Dept. of Agriculture (1) and the Chicago Quartermaster Depot (2) for holding and defrosting eggs which are to be dried.

According to the U. S. Dept of Agriculture operating requirements, the following paragraphs on defrosting are pertinent to this article.

- 1. Frozen whole eggs and yolks shall be turned into a liquid state by mechanical means and in a sanitary manner as quickly as possible after the deprosting process has begun.
 - (a) The frozen product may be tempered or partially defrosted not to exceed 48 hours at room temperatures not higher than 40°F., or not to exceed 24 hours at room temperatures above 40°F., providing that no portion of the liquid produced shall exceed 60°F.
 - (b) The liquid product resulting from the defrosting process shall be reduced to 45°F, or less and held at that temperature. This liquid shall not be held more than 16 hours prior to drying.

 The Chicago Quartermaster Depot has similar oper-

ating requirements for defrosting frozen eggs. Excerpts are as follows:

- 1.—Each container of frozen egg shall be checked for condition and odor just prior to being emptied into a sanitary crusher or receiving tank. Frozen eggs which have questionable or off-odors (sour, musty, fruity, decomposed, etc.) shall not be used.
- 2.—Frozen eggs shall be converted into a liquid condition as quickly as possible after removal from freezer, freight car, or truck. Frozen eggs may be tempered or partially defrosted in periods not to exceed 72 hours at an air temperature not higher than 40°F., or not to exceed 24 hours at air temperatures between 50° and 75°F., alternatively, air or steam tunnel rapid defrosting may be used.

Essentially these procedures are applicable not only for frozen eggs to be used for drying but also to everyone handling frozen eggs.

Obviously the faster the thawing, the less opportunity there is for bacteria to multiply and cause spoliage. Reduction of the thawing time by heat is not advisable. Recent research work reported by Winter and Wrinkle (3) showed that 30-lb, cans of frozen whole eggs could be defrosted in 20 to 24 hours when immersed in cold running tap water (58°F.) but required 36 to 42 hours to defrost them in still air at room temperature of 68°F., and 20 to 26 hours when a mild air blast from a fan was directed against the cans. When frozen whole eggs were set in a room held at 55°F, it took 40 to 48 hours to defrost them. Constant agitation of the cans during defrosting has been known to shorten the time and to keep bacterial counts low. Defrosting time may be shortened to about nine hours when cans are agitated by mechanical means in cold water (50-60°F.). Many workers have consistently shown that low temperature defrosting retards bacterial growth. Bacterial counts have been shown to increase with different defrosting procedures and the rate of increase varies with the original bacterial flora. Bacterial increases of 22.5 per cent were observed by Winter and Wrinkle (3) when eggs were defrosted in running water at 60° F. for 15 hours—as compared with an increase of 990 per cent when the defrosting was done, for example, in a bakery room at 80° F, for 25 hours and a bacterial increase of 750 per cent in a room at 70° F. for 36 hours.

In determining the proper method of defrosting, much depends upon the quantity of eggs to be defrosted at one time. It is good practice to thaw only enough eggs which are required for each day's operations. Eggs should not be left standing at room temperatures after defrosting. Allowing cans of frozen eggs to remain on the floor overnight is considered dangerous to egg quality and not advisable. The outer portions of egg material in a large can may become warm enough to permit bacterial growth before the defrosting is completed. It has been shown that defrosting with cold water requires one third to one half the time when compared to placing cans of eggs on the floor. The additional time for defrosting at warm room temperatures can cause high bacterial counts and spoilage. The practice of setting cans of frozen eggs on steam pipes for defrosting purposes may cause coagulation of the egg proteins in addition to high bacterial counts and thus destroy some of the high performance qualities.

For the candy manufacturer, baker, and the noodle manufacturer the frozen eggs can be defrosted according to the following methods:

1. Preferred NEPA Procedure: Defrost the frozen egg cans in cold running water (50-60° F.) with either

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occasional shaking to transfer heat from the sides of the can to the center or better have constant rotation of the cans by mechanical means in the moving cold water. The constant agitation of the cans in the running water may reduce the defrosting period to about nine hours. Lids should be left on the cans when defrosting to avoid loss of weight and to prevent contamination of extraneous matter. Cans of frozen eggs may be placed in a galvanized iron tank—the dimensions of the tank being dependent upon the size of the operation. A small standpipe welded into one end of the defrosting tank can control the height of the water in the tank.

If mechanical agitation of the product is not practical, the defrosting may still be accomplished in running cold water (50-60° F.), although at a slower rate, he sure cans are separated one from the other. The important thing is to maintain the low temperature cold water

during circulation.

2. The second method is to defrost eggs at room temperature by placing the cans on skids a few inches above the floor and then circulating a mild blast of air with an electric fan so directed that it will play equally upon all of the cans in the pile. To obtain uniform thawing, occasionally shake the contents of the can to transfer heat evenly throughout the inside of the can.

3. The third method of defrosting is to store the eggs in a cooler at a temperature of 40 to 50° F. for 24 to 36 hours. This defrosting procedure requires comparatively considerable time; however, as long as the temperatures are accurately controlled and the cooler is in good sanitary condition there is little likelihood of the development of high bacterial counts.

One of the poorest methods of defrosting is to place cans of the frozen product on the floor at bakery room temperatures (80° F.). Under no condition should eggs be defrosted while setting against steam pipes, on tops of ovens, or in contact with abnormally high heat.

The use of sanitary ice crushing equipment or similar devices to first make the frozen product into shavings for faster defrosting is not new and has many possibilities for the large firm's. The equipment, of course, would have to be kept very sanitary and clean and be so designed as to avoid excess aeration of the eggs during defrosting.

In view of the fact that there is a tendency for egg solids to migrate toward the center of the can during freezing, one should never partially thaw the eggs and then use only the liquid; it is necessary to have the core completely defrosted and the entire contents of the can thoroughly mixed in order to have a uniform product.

Because bacterial development begins the moment eggs start to defrost, the timing of the defrosting with actual usage is important. Do not allow defrosted eggs to remain standing at room temperature for any length of time. It is good practice to thaw only enough eggs which are required for each day's operation.

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Novel Floral Displays Boom Sales

by WINIFRED DANEHY

Did you ever hear of a confectionery shop closing in December—because of the Christmas rush! Edwin Darby, of 1665 Pearl Street, Denver, does just that. What's more, he has been in business at the same location for over 20 years and finds the procedure both profitable and successful.

The explanation: The Darby shop receives Christmas orders during October and November. The candy packages are called for in the week before Christmas, when the shop is open for making these deliveries only. In this way, Mr. Darby's factory, which is located back of the shop, is able to handle the holiday rush.

Mr. Darby also closes his candy shop from the first week in June until the Tuesday following Labor Day, so as to avoid working during the warm Summer months. His employees, however, are paid their regular salaries straight through the year.

Although Denver is a city of many confectioners—and good ones, too—, Mr. Darby's distinctive management of his shop, together with his quality confections, creates a land slide business.

In the years before World War II, he did a large mail order business, but after the War started and sugar became scarce, he was obliged to make many changes. He discontinued all mail orders and charge accounts and has continued that policy to date. When sugar was rationed, he had a list made of his oldest customers and—with few exceptions—supplied only those on the list with candy. They, in turn, however, were limited to two pounds each.

Mr. Darby combines artistry with the management of his candy shop, and his confections are unusual and delicious. His chocolates are of exceptional quality—delightful to view and delicious to taste. The creamy centers are all rolled by hand, and he also uses plenty of nut centers. His ingredients are all carefully selected for top quality. Mr. Darby's assortment of attractive bon bons, however, affords him the most comments, he states. These are fashioned in the palest of pastel shades, as well as in the most brilliant hues. They are not made of what some confectioners call "white chocolate," he emphasizes, nor are they crystallized.

The interior of the Darby shop has the appearance of a luxurious studio instead of a candy store and is done in cobalt blue and red with matching tile floor. The wall cases have leaded doors and are painted cobalt blue with red lining. The walls are covered with gold Chinese tea paper. Beautiful crystal chandeliers hang from the

ceiling. At a glass candy bar, on which are placed dainty dishes of confections, you may help yourself.

Mr. Darby's window displays are, likewise, unusual and distinctive. Behind the large, clean-sparkling window covering almost the entire length of the Building, Mr. Darby features artistic arrangements of seasonal flowers, colorful statuary and pottery, together with matching candies. Daffodils and apple blossoms, for example are used in early Spring and, later on, roses and Colorado's beautiful blue columbine state flower. Mr. Darby's statuary and pottery are Italian, Spanish, and Chinese, and he displays many beautiful pieces.

Seasonal events are often depicted in this spacious window, too. One that I especially admired was on an Easter Sunday. There was a large Easter lily plant placed in the center of the window, banked with daffodils, jonquils, and other blossoms proclaiming the arrival of Spring. Nests of brightly colored candy Easter eggs were arranged, half hidden, and a statue of Christ in pure white dominated the scene. On that bright Easter Sunday morning, many persons paused at Darbys to view the beautiful window display and moved on with a lighter heart and jauntier step, and, perhaps, with pleasant memories of other Easters in their childhood.

During periods when no representation of events are in order, this window is still a thing of beauty. Perhaps there will be golden lilies in lemon colored crockery, white and yellow candy daisies, yellow statuary in the form of birds, etc. On another day the window display might be in pure white.

One June day I saw the pinkest of pink roses in a pale pink vase. There were plates of pink candies made in the shape of roses placed by the vase, which were so natural looking you could scarcely tell them apart. There was a peacock in pottery ablaze with color standing proudly by. On the bar were dishes of glazed strawberries with their stems, upon investigation, proving to be delightfully tender. Mr. Darby also glazes cherries and nuts in the same manner.

Autumn, too, offers timely beauty to the window displays at Mr. Darby's candy shop. One was particularly impressive centered on beautiful Fall flowers in yellows and reds arranged in pale pottery. The accompanying statuary was reddish bronze Indian heads. The candies were vivid in reds and yellows. And over all this beauty fluttered down occasionally golden aspen leaves.

So interestingly beautiful are Mr. Darby's displays that, even in Winter, I usually detoured to see his wondrous window. On one particularly cold and crisp November day, a crowd had already formed about the window and was streaming into the store to buy the pleasantly enticing confections on display. In the window large yel-

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low crysthanthemums with extra tall stems filled white crockery, and pottery roosters strutted about. The candy was especially colorful, too, and helped give beauty and warmth to the display. Added to all this were the sweet candy smells escaping from within the store. From the approving comments and the steady flow of windowlookers in and out of the store, it was convincingly apparent Mr. Darby's display had once again given a lift to the spirits of the passersby. Presently I, too, was edging my way into Mr. Darby's shop, soon to emerge with boxes and bags of his delicious confections, and feeling that, if more stores were designed and managed with this thought of beauty in mind, shopping would be much more pleasant.

Keeping Properties of Candy

(Continued from page 38)

such factors as the low concentration of essential nutrients, as in fondants, and the presence of acids, have a discouraging effect on yeasts and moulds. If fermentation or mould growth occur, lowering the relative vapour pressure and modification of the environment in the ways indicated above can usually be relied upon to overcome the trouble. An example of one such case is represented in Table X.

The test storage conditions in this case were very severe, and, in fact, sample C was found to keep perfectly well under shop conditions.

Changes in temperature. So far, no consideration has been given to temperature variations. By causing local differences in water vapour pressure changes in temperature have an important bearing on the gain or loss of moisture.

When goods are at a temperature different from that of the surrounding air, as sometimes occurs during manufacture, their relative vapour pressure alone no longer determines whether moisture is absorbed from air of any particular humidity. In such circumstances it becomes necessary to compare absolute water vapour pressures. If the absolute water vapour pressure of the product is less than the absolute water vapour pressure of the air, water will be absorbed; and vice versa.

For instance, the vapour pressures of boiled sweets (h% 25) at 38° c. h x can be calculated as follows: V.P. of sweets at 38° c. = V.P. of water at 38° c.

xh

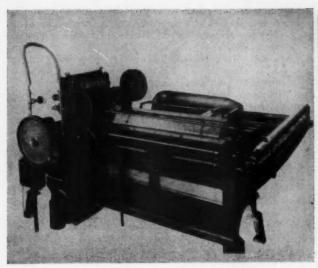
=12.4 mm, of mercury. In air at, for instance, 17° c. and 65% relative humidity, the water vapour pressure is 9.4 mm. of mercury. Thus, the sweets have, under these conditions, a higher water vapour pressure than that of the air and will not absorb moisture. This shows why boiled sweets should be packed into jars while warm.

TABLE X

Keeping properties and relative vapour pressure of chocolate truffles Sample h% Keeping properties (4 weeks at 80° F.) Vigorous mould growth

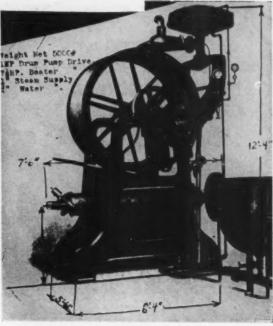
Fairly general mould growth One or two patches of mould growth

A case where the product being manufactured is below room temperature is that of chocolate-covered pieces emerging from the cooling tunnel of an enrober. They are well below air temperature and hence liable to take up moisture even if the humidity is comparatively low. Under uniform temperature conditions plain chocolate



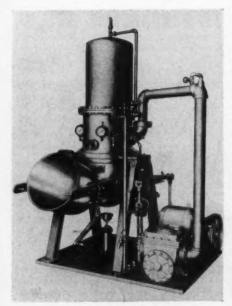
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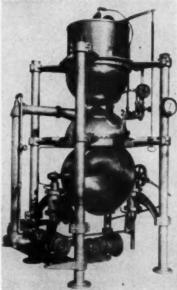
Hohberger Automatic Cream Machine

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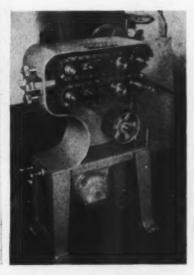


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will absorb water from air of about 85% relative humidity and milk chocolate from air of about 78%. This, for plain chocolate at 10° c., is equivalent to a water vapour pressure of 7.8 mm. of mercury. In comparison, air of 43% relative humidity and temperature 21° c. has a water vapour pressure of 8.0 mercury. This is sufficient to deposit moisture on the chocolate and cause the development of sugar bloom. It should be noted that the dew point of the air is, in this case, 8°c., some 2° c. below the temperature of chocolate. It is not safe, therefore, to keep the temperature of the chocolate just above the dew point. A larger margin should be allowed.

One further example will be given to stress the importance of temperature variations. If goods were kept at constant temperature in hermetically-sealed containers, ne loss or gain of moisture could occur and they would remain in good condition. Unfortunately, temperature changes do occur, and hermetically sealed containers are unsuitable as packages for goods (e.g. fondants and jam) having a high relative vapour pressure. An example will best explain why this is so. Consider, for instance, crystallized fondants packed in a hermetically sealed container. The temperature is 20° c. and the relative vapour pressure (and hence the relative humidity within the package) is 80%. If the temperature falls 5° c. to 15° c. the relative humidity within the container rises above 100%, causing water to condense on the container walls. This moisture later transfers to the creams nearest to the walls. For this reason such goods must be packed in containers from which damp air caused by temperature changes can escape.

The same considerations apply to a less degree to goods with a lower vapour pressure. Sudden temperature

changes are always objectionable. Control of relative vapour pressure.—The relationship between composition and relative vapour pressure has already been discussed and the means of varying the latter by variations in the former are implicit in the formulæ developed. It does not seem out of place however to re-capitulate the salient points. In order to lower the relative vapour pressure the following steps may be taken:

Crystalline sucrose absent:

(a) Reduce water content

(b) Replace sucrose by invert sugar

(c) Replace confectioners' glucose by invert sugar (d) Incorporate glycerin or other "humectant."

Crystalline sucrose present:

- (a) Increase the ratio of non-sucrose soluble solids (e.g., confectioners' glucose or invert sugar) to water.
- (c) and (d) as above.

These alterations in recipe will, of course, cause other changes besides lowering $\hbar\%$ and any recommendations would, of course, take such other changes into considera-

The author wishes to thank the Council and Director of the British Food Manufacturing Industries Research Association, in whose laboratories these experiments were made, for permission to publish.

British Food Manufacturing Industries Research Association Laboratories

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The name Walter Baker has stood for matchless quality in fine chocolate liquors and milk chocolate and vanilla coatings since 1780.

Perhaps that's the reason why so many of our customers are the recognized *leaders* in the candy industry.

Let our trained sales representatives show you the benefits of Walter Baker quality, and help you select the Baker product best for your particular use.

AT THE N.C.A. EXPOSITION . . . plan to visit the Walter Baker Booth—Booth No. 506

WALTER BAKER CHOCOLATE AND COCOA

DIVISION OF GENERAL FOODS CORPORATION . DORCHESTER 24, MASS.

SINCE 1780

VOORHEES helps you make it better for less!

Voorhees Rubber Candy Molds saves you time, stops waste, simplifies operations, and insures greater perfection.

Made of the purest live rubber, Voorhees are odorless and insure freedom from dust. They control moisture, and yield a better finished product.

VOORHEES MOLDS are manufactured in all standard patterns, special holiday and novelty patterns or designs and brand markings made to your order.

Visit our booth 104 at Confectionery Industries Exposition, Chicago, III. June 6 to 9.

VOORHEES

RUBBER MFG. CO., INC.

151 East 50th St., New York 22, N.Y.



Chocolate Coatings Chocolate Coatings Chocolate Coatings Manufacturers of Fine Coatings Since 1894 AMBROSIA CHOCOLATE CO. Milwaukee 3, Wisconsin

CONFECTIONER'S Briefs

• AMCC Names Officers: The annual meeting of the Association of Manufacturers of Confectionery and chocolate was recently at the Hotel Statler, New York. Officers elected for the year ending April 30, 1950 are: president, Charles R. Adelson;



CHARLES R. ADELSON. (left) is elected president of AMCC for the year ending April 30. 1950 at the annual meeting in New York city recently. Herman L. Heide is elected vice-president of the Ass'n. Harry Lustig is named secretary-treasurer.

vice-president, Herman L. Heide; secretary-treasurer, Harry Lustig; executive committee, H. Russell Burbank, Arthur Echil, George R. Frederick, Samuel D. Fried, Leonard D. Griffiths, David Kessler, Gordon Lamont, Irvin C. Shaffer, John S. Swersey, Herbert Tenzer.

- Candy Pack, Inc.: O. R. Torrison, president, announces the introduction of a new coffee flavored candy called "Mokets". Similar to Swedish mints in shape and size, "Mokets" are semi-hard. Tests show that they have unusually long shelf life, the concern reports. They are being packed in vending machine cellophane bags, in larger size bags for counter display, and in bulk.
- E. J. Brach & Sons: Stephen T. Powers, assistant to E. M. Kerwin, vice president for the last six years, is elected assistant secretary of the company at a recent meeting of the board of directors.
- The Fair Store: A new candy department is opened on the ground level floor of the Fair store in Chicago. The new candy department introduces the use of refrigerated cases, carries their own brand line of candy, has lighting effects which highlight vast displays of cellophane-wrapped merchandise at the opening, and a miniature candy kitchen at which actual candy making is demonstrated.
- National Confectionery Salesmen's Ass'n: The annual convention of the ass'n. will be in the Congress Hotel, Chicago, June 1-2-3. The organization will also celebrate its 50th anniversary at the convention. WCSA will hold a business session at the Congress Hotel at 3:00 p.m., June 2nd. A golf party is planned for the afternoon and evening of June 3rd at which members of WCSA will be hosts to NCSA members.
- Henry Heide, Inc.: Television is added to the firm's year-around national magazine copy and out-toor billboard advertising program in widening consumer preference for Heide Candies, it is announced. On a one-year trial basis, the telecast gives particular emphasis to "Jujyfruits," "Jujubes," and "Lico-

WELCOME

George Lueders welcomes members of the confectionery industry to the 66th Annual Convention and 23rd Confectionery Industries' Exposition to be held in Chicago, June 5-9.

Imitation Strawberry Fragaria 34 to 1 oz per 100 lbs hard candy Imitation Maple Flavor 175-D 34 to 1 oz per 100 lbs hard candy Imitation Banana 220-D 1 to 11/2 ozs per 100 lbs hard candy

As a group the three flavors may be used in hard candy from 3/4 to 11/2 ozs per 100 lbs.

The IMITATION STRAWBERRY FRAGARIA captures the true bouquet of the freshly picked ripened berries. The high boiling points of flavoring materials and narrowness of boiling range blend uniformity of character throughout this flavor. As a fortifier for True Fruit Strawberry we suggest \(^1/4\) to 1 oz of a 25% solution per gallon.

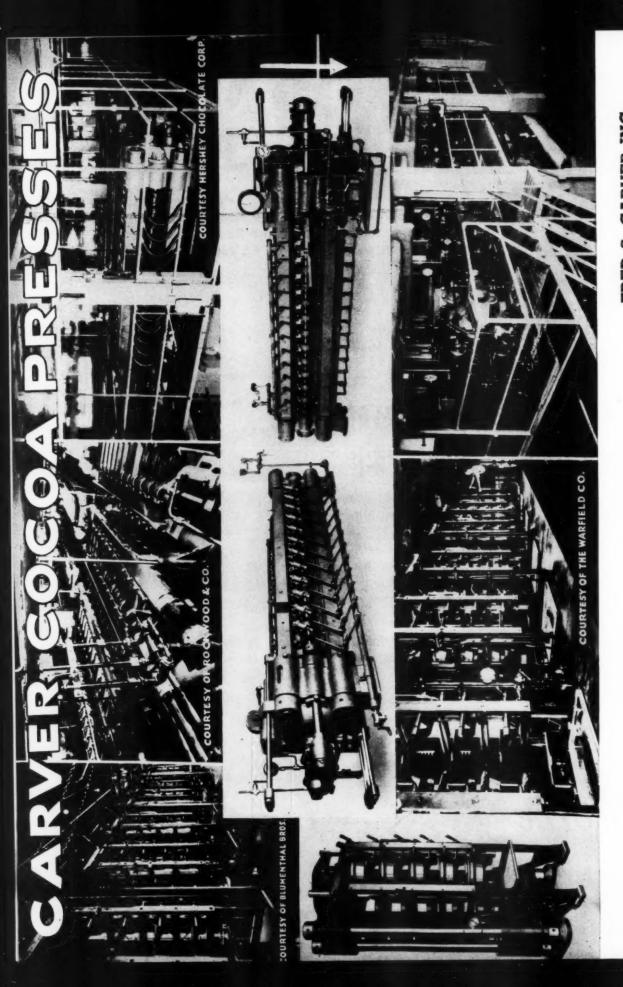
The IMITATION MAPLE offers good stability to heat for candy and fondant processors. It is new and different in both composition, cleanness of taste and aromatic top notes.

The IMITATION BANANA has the semblance of the inner pulpy peel so characteristic of wholesome bananas.

Established 1885

George Jueders &- Co.

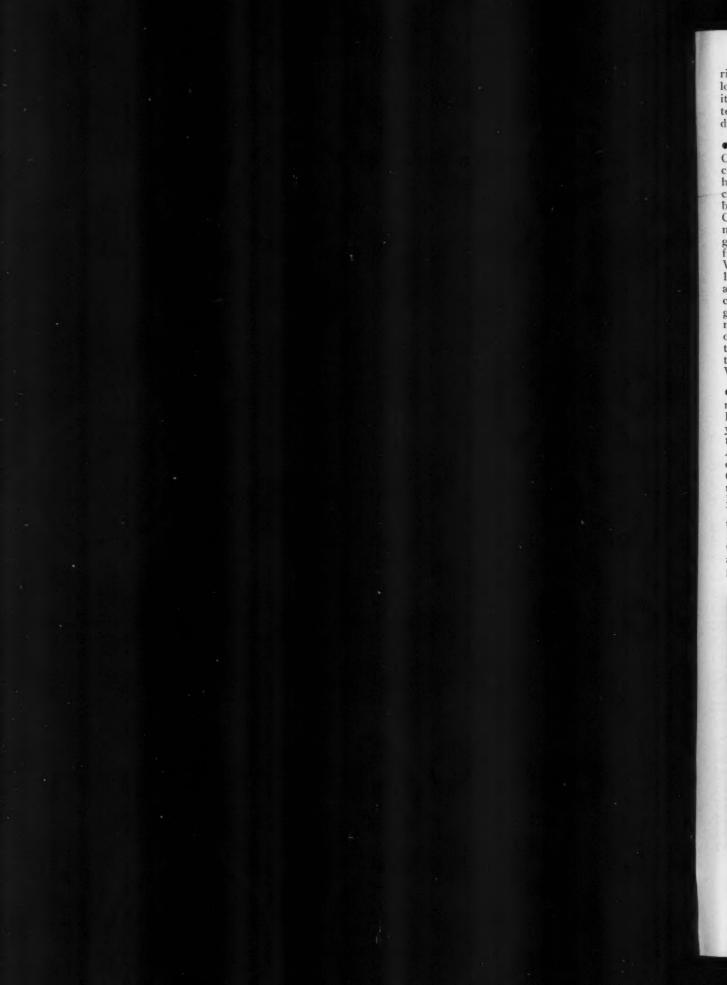
SAN FRANCISCO 5, CAL., 56 Main St.; CHICAGO 10, Il'., 510 North Dearborn St.; MONTREAL 1, CAN., 355 Place Royale; LOS ANGELES 37, CAL., Station G Box 7156; PHILADELPHIA 7, PA., 12 South 12th St.; NEW YORK 13, N. Y., 427 Washington St.; TORONTO, CANADA; WINNEPEG, MANITOBA; WAUKESHA, WISC.



STANDARD THROUGHOUT THE WORLD

FRED S. CARVER INC. HYDRAULIC EQUIPMENT 348 HUDSON ST. NEW YORK 14, N. Y.

THE POST OF THE PO



rice Pastilles," and stresses quality, purity, and long-time public acceptance. So programmed that it ties in with an already built audience for one of television's top kiddy shows, advertising appeal is definitely made to the younger set.

- Alva H. Cook: Founder and publisher of the Confectioner, a national trade magazine for the candy industry, Alva H. Cook, 66, died recently at his Milwaukee home. He was stricken with bronchial pneumonia upon his return from a week's business trip to Nwe York and Philadelphia. Mr. Cook was born in Heart Prairie. Wis. He later moved to Milton Junction, Wis., where he attended grade school and junior high school. He graduated from the school of journalism at the University of Wisconsin in 1907 and moved to Milwaukee. In 1916 he founded the Northwestern Confectioner, a monthly trade journal. The magazine's name was changed to the Confectioner in 1940, after it had grown to national stature. Mr. Cook was a life member of the Milwaukee Press Club, a member of the Wisconsin consistory of the Masons and the Tripoli Shrine. He was the member of many trade associations such as the NCA, NCWA, WCSA, and the Badgers Candy Club.
- New England Mfg. Confectioners Ass'n: Kenneth P. Miner, vice president of Brigham's Inc., Durand Division, was re-elected president for the year 1949-50 at the annual meeting and dinner of the New England Manufacturing Confectioners Ass'n at a Boston restaurant recently. Other officers elected were: Richard W. Clare, vice president; C. E. Worthen, Jr., treasurer; Harry Gilson, secretary; Kenneth P. Miner, Deran Hintlian, Harold H. Sprague, and Richard D. Muzzy, directors. Walter R. Guild continues as managing director of the NEMCA. Speakers of the evening were Robert H. W. Welch, Jr. and Philip P. Gott. Karl Erik Gillberg, who is president of the Food, Cosmetic, and Soap Manufacturers Ass'n of Sweden, was a guest.



BROWNIE CHOCOLATES LIMITED of Canada has produced a new and unique packge design for its candy coated chocolates. The package is printed in a deep maroon and white, and the candies themselves are pastel shades showing through the cellophane.



A safe and effective program, long adopted by many of the leaders in the food industry, and conforming to the new government food plant sanitation requirements. Suitable for large or small plant usage.

The EXCELCIDE PROGRAM Includes

- ★ Plant Surveys by Trained Experts
- ★ Residual Spraying
- * Personnel Training through Movies
- * Periodic Inspection and Service
- * Permanent Spraying Installations

SAFE FOR FOOD PLANT USE

ALL EXCELCIDE insecticides and rodenticides are non-contaminating and non-toxic, Underwriters Laboratory approved. Users are protected by products liability and property damage insurance coverage.

GET THE FACTSI A 16 mm. Sound Calared Film and full information on the EXCELCIDE System is available on request.

VISIT US AT BOOTH No. 618

CONFECTIONERY INDUSTRIES EXPOSITION
Stevens Hotel, Chicago

JUNE 6-7-8-9

Permanent spraying equipment manufactured exclusively for us by SPRAYING SYSTEMS COMPANY, Beliwood, Illinois

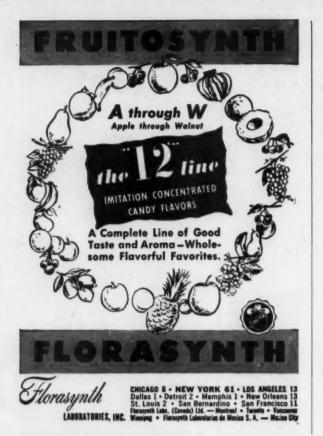




MULTIPLE SPRAYING NOZZLE for use with central supply tank. A completely automatic permanent installation.



MULTIPLE NOZZLE X-L JET, for permanent automatic installation. Attached to air or steam lines, gives thorough coverage of large areas.



- Brock Candy Co.: W. E. Brock, president of the firm, states that from now on every box of "Brock Bars" will be wrapped in "Pliofilm." This new food wrapper is reported to be moisture-proof and air-proof.
- E. J. Brach and Sons: Edwin J. Brach, president of the company, reports net profit in 1948 of \$3,220,-210, equal to \$16.19 a capital share, compared with \$3,607,770 or \$18.14 a share in 1947.
- New England Confectionery Co.: This firm has launched an advertising campaign for "Necco Wafers" in 30 newspapers on the east and west coasts. The drive will continue through the summer and also promote "Chase Mints" and "Canada Mints."
- Pennsylvania Mfg. Confectioners' Ass'n.: The executive committee of the association met in Pittsburgh recently and completed plans for the 38th annual meeting and convention for June 23, 24, and 25, at Galen Hall, Wenersville, Penn. The committee on arrangements is John A. Bachman, C. L. Supplee, and A. G. Peterson.
- Badger Candy Club: Selection of the "sweetest" girl to preside as queen of "sweetest day", October 15, will be among the plans discussed at a coming meeting of the candy manufacturers' representatives who work in Wisconsin.
- Fanny Farmer Candy Shops: L. D. Griffiths, district manager, announces candy prices have been reduced for sales of one pound or more. The reduction was made possible by a decline in the price of cocoa beans, Mr. Griffiths confirmed. For example, the one-pound box has been reduced five

"Bachman Knows Chocolate"

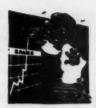
and the man who uses

Bachman Chocolate Coatings

knows he's using the finest

BACHMAN CHOCOLATE MANUFACTURING CO.

MOUNT JOY, PENNSYLVANIA



HOW and WHY CANDY MERCHANDISING SELLS CANDY

Industry Coverage

Reaches 9,590 volume-selected buyers of candy (by CCA audit) more than 3,000 more than the next three top candy magazines and newspapers combined. Published every other month, February through December, in six helpful "market-timed" issues.

Directory Services

For 16 years, the December issue has been the *only* directory of commercial candy manufacturers published in the U. S. Listings include over 830 key firms in over 60 classifications of candy products. Advertisers' trade names are shown in a special department.

Buying Power Readership

More than 1,000 written statements received from volume candy buying firms show the intensive readership and pulling power . . . show how candy manufacturers' advertising messages are read and acted upon . . . show these volume buyers want candy buying information.

Editorial Excellence

Timely, exclusive "how to boost candy sales" feature articles, studied analyses of candy selling techniques and trends keynote the year-'round editorial policy . . . the industry's only editorial presentation for volume buyers exclusively.



FOR MORE DATA: Additional information on how to reach the 9,590 volume-selected candy buyer readers of CANDY MERCHANDISING will, upon request, be promptly sent you. Write, wire or phone one of the three convenient "CM" offices today.

An Allured Publication

CANDY MERCHANDISING

Chicago: 400 W. Madison St.—Franklin 2-6369 New York: 303 W. 42nd St.—Circle 6-6456 Los Angeles: 412 W. Sixth St.—Tucker 4370



Confectioners discover Magic!

tioners are discovering the sheer magic of KRIST-O-KLEER. The uniform invert sugar that ...

RIST-O-KLEER

MAKES CANDY TASTE BETTER!

Because it controls moisture - KRIST-O-KLEER helps keep the true, fresh flavor from drying out of candies.

MAKES CANDY LOOK BETTER!

Because it helps regulate moisture - KRIST-O-KLEER preserves the original, perfect texture of candies.

MAKES CANDY KEEP BETTER!

Because it helps retain moisture, even upon exposure to air and low humidity-KRIST-O-KLEER naturally keeps candies fresh, longer.

So order now from National's full line of KRIST-O-KLEER invert and partial invert sugars.

THE NATIONAL SUGAR REFINING CO.

New York, N. Y. and Philadelphia, Pa.

cents to 95 cents; the two-pound box has been cut 25 cents to \$1.75 from \$2; the five-pound box now sells for \$4.30, down 70 cents. The former price was a flat \$1 a pound.

 Confectionery Salesmen's Club of Baltimore, Inc.: I. Harry Gerwig, member of the Club, representative for Zion Industries, and also associated with Mary Sue and Specialty Candy Co. of Baltimore, died recently at the age of 48.



BEN TYCHMAN, district of the Universal Match Corp., will move his offices to Universal's new book match factory in Los Angeles

- Toombs Candy Co.: Control of this Georgia candy firm is purchased by Robert L. Tellison, Hugh M. Tellison, and B. M. Bradshaw. The new owners will operate Southeastern Candies, Inc., and will expand operations and facilities. J. M. Puckett and B. M. Bradshaw established Toombs Candy Co. earlier this year. Mr. Bradshaw retains part of his interest and will continue with the new firm. Southeastern Candies, Inc., will specialize in stick candies and peanut bars.
- · Candy Production Club of Chicago: Recently in the club room of the American Furniture Mart, here, the CPCC held its annual party for the wives of the members and friends of the organization. Ernie V. Woolard, at the piano, entertained the group with renditions of old favorites during the "get-ac-quainted gathering". Sam Bernheim and George Heath called the Bingo game. The program was planned by Merrill Sayer and Howard Aylesworth.
- William Luden: Originator of the menthol candy cough drop, Mr. Luden, 90, died recently of a heart attack at his Beach-front home. Founder of Luden, Inc., Reading, Pa., Mr. Luden made a fortune through the sale of the famous cough drop. He was the son of Jacob Luden, a watchmaker, who came to the United States from Holland. As a youngster, Mr. Luden made penny candies with his own hands in his mother's kitchen and peddled them to offices and mills in his hometown.
- Loft Candy Co.: Lewis G. King, director of real estate is elected vice president of the Loft Realty Corp., a subsidiary that handles its real estate and leasing business.
- Norris Candy Co.: George W. Greenwood, vice president of the Georgia candy company is the originator of a new puffed mint candy packed in vacuum tins. R. L. Henderson, president of Norris

CONFECTIONERY ANALYSIS and COMPOSITION

STROUD JORDAN, M.S., Ph.D. KATHERYN E. LANGWILL, M.S., Ph.D.

The first two volumes of "Confectionery Studies" by Dr. Jordan, have acquainted the confectioner with everyday problems and with standards in effect at the date of publication. A practical and technical evaluation of chocolate products then followed entitled "Chocolate Evaluation". These three books were willingly received by the industry as valuable additions to the technical literature available.

This book, the fourth in the series, is being published by The Manufacturing Confectioner. Confectionery studies have been continued and this volume concerns itself, first with applicable data that cover the composition of basic raw materials as well as that of the finished confections in which they have been employed.

In assembling this volume reference is made to applicable methods. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

Where reconstruction of formulas from analytical data is considered, we are dealing with a relatively unexplored field. Many basic assumptions have been made before actual formula reconstruction has taken place. The second part of this volume is used to consider the several confection groupings into which most confection types generally fall and full discussion of each follows. See Chapter Headings below.

Moisture (Ch. 1) Ash (Mineral Matter—Ch. 2) Sugars (Ch. 3) Starches (Ch. 4) Proteins (Ch. 5) Fats (Ch. 6)

Colloidal Materials (Ch. 7) Nuts and Fruits (Ch. 8) Acids (Ch. 9) Incidental Materials (Ch. 10) Reconstructed Formulas (Ch. 11) Hard Candy (Ch. 12) Coated Candies (Ch. 19)

Appendix

Sugar Cream (Fondant Ch. 13) Fudge (Ch. 14) Caramels and Toffees (Ch. 15) Marshmallow (Hard & Soft Ch. 16) Nougat (Ch. 17) Gums and Jellies (Ch. 18)

BOOK SECTION

The MANUFACTURING CONFECTIONER

400 W. Madison St.

Chicago 6, III.

Book Section:	649MC	Please Bill Me
THE MANUFACTURING CONFECTIONER		\$Cash Enclosed
400 W. Madison St., Chicago 6, Ill.		ForNo. of Books.
Please send me Dr. Jordan's Book "Confe	ctionery Analysis and Composition	n.**
MY NAME	COMPANY	
POSITION OR TITLE	ADDRESS	
CITY	STATE	ZONE

MODERN METHODS OF CANDY SCRAP RECOVERY

By Wesley H. Childs

Tells how you can re-use scrap candy ingredients without loss of value. Also, how you can reconstitute the raw materials to perform primary functions in first-grade goods. This booklet has chapters on

- 1. HARD CANDY
- 2. CHOCOLATE-COATED PIECES
- 3. GUM and PAN ROOM PIECES
 Price Per Copy—\$1.00

Book Sales Dept.

THE
MANUFACTURING CONFECTIONER
400 W. Madison St. Chicago, III.

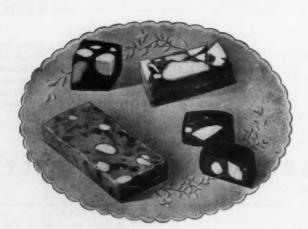
Candy Co. states that the vacuum packed mints will stay fresh, no matter how long the customer may want to keep it before opening, or to what atmospheric conditions the tins may be subjected to.

- Miller & Hollis Inc.; This Boston Candy manufacturer operating 20 retail stores in 13 New England cities has lowered the price of its 2 lb. box of chocolates from \$1.85 to \$1.75, the 3 lb. box from \$2.85 to \$2.60 and the 5 lb. box from \$4.75 to \$4.30.
- Candy Sales Gain: The Bureau of the Census announces dollar sales of confectionery and chocolate manufacturers during March were 7 per cent higher than in February and 14 per cent below March 1948 sales. The manufacturer-wholesalers accounted for the largest increase in March sales over February sales, 10 per cent, because of preparations for the Easter trade, while chocolate manufacturers' sales increased 3 per cent and those of manufacturer-retailers dropped 35 per cent. March sales of all types of confectionery manufacturers were below their March, 1948 sales, with those of manufacturer-retailers showing a drop of 50 per cent while those of chocolate manufacturers and manufacturer-wholesalers were down 9 per cent and 13 per cent, respectively.
- United Jewish Appeal of Greater New York: Abe Josephson and Herbert Tenzer have been named the 1949 chairmen of the Confectionery and Allied Trades Division of the United Jewish Appeal of

WE CAN SUPPLY YOU WITH ALL KINDS OF

SHELLED NUTS & DRIED FRUIT

- -WALNUTS-
- -FILBERTS-
- -CITRON-
- -BRAZILS-
- -PEELS-
- -PRUNES-



-CASHEWS-

A F D G le L P S

-ALMONDS-

-DATES-

-PECANS-

-FIGS-

-RAISINS-

For eye appeal and taste appeal use Brazils, in brittle and crunches, caramels, fudges, creams, jellies, nougats, all kinds of chewing candies. They are distinctive in looks as well as flavor.

WM. A. CAMP CO., INC.

100 HUDSON STREET

NEW YORK 13, N. Y.

Greater New York, it is announced by Jack D. Weiler, general chairman of the UJA metropolitan campaign.

Honorary sponsors for the annual dinner for which the date is not yet announced, are: Charles F. Haug, Herman L. Heide, William H. Maichle and Thomas F. Sullivan. Phil Shorin, is the treasurer.

Co-chairmen for 1949 are: Charles R. Adelson, Abe Appelbaum, Joseph Bard, Hy Becker, Philip F. Cohen, Simon Diamond, Murray Donner, Samuel D. Fried, Charles Fuchs, Sidney Goldberg, Joseph Greenberg, Ike Kamber, Nat Kaplan, David Kessler, Solomon Klein, Harry Lax, Nat Leaf, Harry Lustig, Isidore Margolies, Benjamin Newman, Ira Parnes, Harry Pincus, Arthur Raphael, Irvin C. Shaffer, Joseph E. Shorin, and Sidney Sills.

- Life Savers Corp.: A dividend of 40 cents a share is declared, payable June 1 to stockholders of record May 2. A similar first quarter dividend was paid on March 1, 1949.
- Confectionery Salesmen's Club of Baltimore, Inc: Irving R. Hosking, secretary-treasurer of the club for many years, died recently. He was a member of the NCSA, Sheron Lodge, AF&AM, and Junior Order United American Mechanics.
- Anthony F. Dirksen: Secretary of the Chicago Candy Ass'n. for 23 years, Mr. Dirksen died suddenly on April 28.
- National Automatic Merchandising Ass'n.: Headquarters office of the company has been moved to 7 S. Dearborn St., Chicago 3.
- Candy Coated Test: Some 250 London youngsters are about to eat a great deal of candy, jam, and sugar in their school lunches, as part of a dental research committee project seeking to prove or disprove the old idea that too many sweets spoil the teeth.



GEORGE J. COCHRAN, president of Reymer & Brothers, Inc., smiles as he receives a Centennial Anniversary "Certificate of Public Service" from Henry E. Abt, president of the Brand Names Foundation of New York, at a recent meeting of the Pittsburgh Advertising Club in the Roosevelt Hotel. Left to right: Norman L. Klages, president of the Advertising Club, Mr. Cochran, and Mr. Abt.

CONFECTIONERS AMAZED

Aromanilla equals flavoring effect of standard vanilla

Flavoring cost cut as much as 75% in some cases

In a series of recent shop tests confectioners were amazed to find that they couldn't detect any difference in their goods between the flavoring effect of Aromanilla and costly standard extracts. In the plant of a national organization making candy, baked goods and ice cream, for instance, comparative tests convinced the officials that Aromanilla gave their goods the same flavoring effect as the \$10 per gallon flavoring they had been using. The change to Aromanilla, they said, would cut their flavoring bills 75%.

Answer to Current Sales-Cost Problem

"Everyone in this business knows he has to maintain a high standard of quality in order to combat the recent decline in sales and increasing competition of the housewife," one of the company officials said, "but that, unfortunately, has meant that a high ingredient cost had to be maintained which in turn sliced the margin of profit to a point where it made staying in business very uninteresting. Aromanilla, however, has solved this problem very nicely for both standard vanilla and vanillin users by furnishing a top quality vanilla flavoring effect at low cost."

Formula Based on Mexican Vanilla Beans

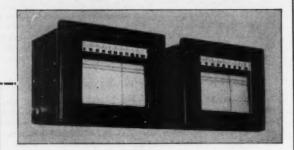
Aromanilla is able to obtain results like that because it was specifically developed to give commercial users the full, balanced flavor of the vanilla bean in their finished products. Starting with a base of prime Mexican vanilla beans, the highly volatile solids that are usually lost in food processing are deliberately dissipated. These are replaced with identical, but sturdier, flavoring solids from other sources. Thus Aromanilla, because it is sturdier, comes through your process with all the flavoring values of the bean intact and in their original balance.

Money Back Trial Order

But don't take our word for it. Order a trial supply on the handy coupon below. Test it yourself against the finest extract your money can buy. And if Aromanilla doesn't do everything that's promised, ship the unused portion back collect and the full purchase price will be refunded.

Aromanilla Co., Inc. 6 Varick Street, Nev	w York 13, N. Y.
Sure I'll test Aromani my trial order for:	lla under money-back agreement. Please place
	ate (equals 2 gals. Standard flavor) \$ 8.00 ate (equals 16 gals. Standard flavor) \$52.00
NAME	POSITION
COMPANY	
STREET	
CITY	ZONE STATE
4	romanilla -
Imit	ation Vanilla Flavor
HELPING CUSTOMERS	

Electronik MULTI*POINT RECORDERS help LOFT "KEEP AN EYE" ON TEMPERATURE and HUMIDITY

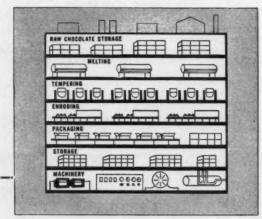


THESE Electronik Recorders are doing a sweet job . . . keeping a constant check on the air conditioning at the newly modernized Loft plant.

One keeps an accurate record of temperatures . . . the other, humidities . . . at the many vital locations throughout the plant judged most important by Loft.

Extremely sensitive bulbs and humidistats feed directly into the electronic circuits of the potentiometers ... there's no lag, no mistake. The engineers know conditions at any location, at any time, without taking a single step . . . and the permanent strip-chart record goes into the file for future reference and guidance.

Loft saves time, money and materials . . . and so can you! Call in your local Brown engineer, today . . . for a discussion of Brown instrumentation for your air conditioning.



MINNEAPOLIS-HONEYWELL REGULATOR CO.
BROWN INSTRUMENTS DIVISION

4495 Wayne Ave., Philadelphia 44, Pa.
Offices in principal cities of the United States, Canada and throughout the world



outing has named the following as members of his committee: Ernest W. Pritchard, Harry Green, Edward B. Klain, J. W. J. Suter, Jr., Harold L. Leaman, Walter Wintz, Fetter H. Rose, Samuel Goldstein, Jack Watson, John Sprecher, and Milton Rodberg. Fetter H. Rose will be in charge of the golf tournament.

• Jay M. Boyd: Mr. Boyd, member of the Confectionery Salesmens Club of Philadelphia, sales representative for Reliable Sales Service, W. C. Smith & Sons, and the Cocoline Co., died recently at his home in west Philadelphia.

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- Norris Candy Co.: R. L. Henderson, president of the Atlantic firm is wed to Miss Blanche Russell. Mr. Henderson was named president of the Norris company, February 11, 1948. The bride has held the position of purchasing agent for Norris Candy Company since 1942.
- George Ziegler Co.: Walter G. Ziegler is the newly appointed representative in Minnesota, North and South Dakota, Iowa, and Nebraska, it is announced.
- George W. Horner & Co., Ltd.: An intensive exporting drive by the British firm has resulted in \$100,000 earnings from the Canadian market alone during the past year. It has opened 70 other foreign markets for its exports during the same period.
- Malcomb S. Clark: C. P. Buckingham takes over part of the territory formerly covered by Glenn O. Booth, who has left the firm. Mr. Booth, with the organization for the past seven years, enters the jobbing business on his own in Crescent City, Calif.
- Confectionery Sales: February sales of 311 confectionery and chocolate products manufacturers totaled \$60,360,000, down 6 per cent from the previous month and 16 per cent under the February, 1948, amount, the Dept. of Commerce reports.
- Sugar Research Foundation, Inc.; Dr. Hermann O. L. Fischer, of the biochemistry department at the University of California, received the fourth annual sugar research prize of \$5,000 recently at a dinner given by the Sugar Research Foundation.

THE EMPORIUM
DEPARTMENT
store in San Francisco constructed
this tremendous
point of sale display directly over
the candy counter
as part of its campaign to introduce
Mrs. Nellson's candies recently



THE MANUFACTURING CONFECTIONER

Sugar Situation Studied

SUGAR DELIVERIES IN April were steady with seasonal influences slightly affecting deliveries with a total of between 550,000 and 600,000 tons as compared with 629,000 tons in March, reports B. W. Dyer & Company. On the bookings taken by refiners on March 29th, probably two to three months' supplies were booked by most buyers on the \$7.85 can refined basis before the new prices took effect.

Deliveries during the first quarter total 1,691,000 tons as compared with 1,291,000 tons in the same period of 1948, an increase of 400,000 tons. This substantial increase in deliveries has been the basis of industrial users appealing to the Secretary of Agriculture for an increase in the sugar quota (consumption estimate). Nevertheless, it must be remembered that large "invisible" sugar inventories were being consumed in the early months of 1948.

During the early months of 1949, the marketing of Cuban raw sugar has been heavy with probably only two-thirds of the present total Cuban quota for raw sugar now remaining unfilled. Proportionately, marketings have not been as heavy by Puerto Rico and other areas.

There still has been no contract arranged by the Commodity Credit Corp. for the purchase of offshore supplies for feeding in 1949 the occupied areas. Our government has indicated that, at present, it is interested in not more than 400,000 tons of Cuban sugar, and four cargoes totaling about 40,000 tons have been purchased for nearby delivery under the 1948 Cuban contract. Apparently terms satisfactory to both Cuba and the CCC could not readily be reached at this time.



california strawberry flavor

Fine as the real fruit

Excels for candies, ice creams, etc. Rich in

appetizing flavor and aroma tastes exactly like freshpicked strawberries!

\$16.00 PER GALLON F.O.B. LOS ANGELES



Albert Albek, Inc.

Since 1934 makers of fine flavors, food products, vanillas, etc.

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CULVER CITY, CALIFORNIA

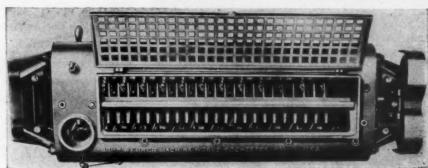
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your formula includes corn syrup—

For smooth, white fondant that is uniformly tender—



Inside view 50" Snow Flake Cream Beater, with baffles, open top and water jacket.

The Snow Flake Cream Beater is a MUST

The Beaters running between diagonal baffle plates assimilate all ingredients, aerating and whitening the Fondant.

Years of experience have proved and verified our claim that the Snow Flake Cream Beater is engineered to handle fondant with corn syrup better and faster, with the desired result at its maximum.

Make your next installation a Peerless Syrup Cooler and Snow Flake Cream Beater.

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with a smart, modern package!



CONFECTIONERY INDUSTRIES EXPOSITION

Hotel Stevens, Chicago . June 6-9 . Booth 30

In any display the preferred positions invariably go to the most attractive items. That's simply good business. And that's where our Model DF-1 Wrapper comes in!

Leading candy manufacturers have found that the Model DF-1 turns out uniformly attractive wraps and does so at real savings on labor and material costs.

Roll-type Card Feed

The Model DF-1 features a roll-type card feed which uses cardboard in economical roll form. Cards of a desired length are cut from the roll, and automatically scored with two beads which run lengthwise. This beading makes 12-pt. or 14-pt. cardboard as rigid as the more expensive 22-pt. You save the difference—a four-figure saving on the annual output of a single machine. The feed can also be adapted to form turned-up-side trays from the same lightweight stock.

Has a speed of 140 bars per minute—and can be equipped with an auxiliary bar feed which greatly accelerates feeding.

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Candy

SUPPLIES . SALES AIDS . MERCHANDISING



THIS SECTION APPEARS MONTHLY IN THE MANUFACTURING CONFECTIONER

Buyer's Market Themes Package Show

by CLYDE C. HALL

The Manufacturing Confectioner

There is little doubt that we are now in a buyers' market in all classes of containers and that the consumer has become a mighty important fellow once again. Such were the comments of Charles E. Lewis, Office of Domestic Commerce, Department of Commerce, on the opening day of the 18th National Packaging Conference and Exposition of the American Management Ass'n last month in Atlantic City's Auditorium. The record 115,000 sq. ft. of exhibit space used by 215 exhibiting companies to display developments in packaging materials, machinery, equipment, design, and services added additional evidence to how well Mr. Lewis' comments themed the event. Further, more than 15,000 representatives of 5,000 companies in 400 different U. S. industries and several hunderd delegates from business in 17 foreign nations were expected to attend AMA's "largest-in-history" packaging convention.

An optimistic outlook for the nation's huge \$6,500,000,000,000 packaging industry both as to the supply of packaging materials and the demand for finished products further thousand the convention

themed the convention.

Terming packaging an indispensable service that cuts across all phases of the economy and our way of living "in much the same way as transportation," Mr. Lewis stated that "as long as our economy has any vigor at all, there should be a good demand for containers and packaging.

On the basis of packaging and other business indices, Mr. Lewis predicted that "business this Summer can not help but be fairly good," even though "the 1949 economy up to now has been pretty uncertain." The outlook for this Fall and Winter is "anyone's guess," he added, "but there is no reason to believe the rest of the year cannot be as good and that it will probably be just what

we as people make it."

"Through most of 1946, 1947 and 1948," commented Mr. Lewis, "the American manufacturer found himself in the enviable position of having business hunting him or, in plain words—in a sellers' market. It was wonderful. For a while it looked like it could go on forever. But now that many of us have painfully found out this is not the case—that we are back in competition and we have to get out and sell—instead of charting a course and moving resolutely ahead with the fortitude and confi-

dence for which the American business man has always been world-famous, many are fumbling around with a sort of doing-nothing attitude and reaching for the cry-

ing towel.

"What we should be doing—and may be doing without knowing it—is catching our second wind, so to speak. Some of the foremost economists of this country, several years ago, expressed the belief that this country and its economy could not be isolated and survive in today's world. They told us that we are moving more and more into an era of world trade, of a balanced world economy, and that the American business man of vision would be the one who no longer was planning his business on a local basis only, but was eagerly facing the real futurethe world market. We have just passed one milestonethat of satisfyng the pentup postwar demand. Why isn't it time to lift our heads to the vast potentialities of the world markets, and to new developments, new ideas, new techniques, and to quit crying about the loss of an abnormal demand that we knew could not be sustained in

"With the assurance that the containers and packaging field should always have an excellent demand due to its relation to our way of life and the national economy, and with the realization of the importance of the packaging function and the part it plays in marketing American products both here and abroad, we should move ahead with renewed vigor and confidence."

The short term outlook for packaging materials from the procurement viewpoint is "very favorable," Lee R. Forker, chairman, Container Committee, National Ass'n of Purchasing Agents and general purchasing agent for Quaker State Oil Refining Corp., told the same session. "It appears that there will be an adequate supply of all types of containers and packaging materials," he stated.

Containers are readily available, Mr. Forker explained, "and those that are being used now have an adequate supply of raw material and are being used for end-use to to the packer and to the customer, and are not used, due to shortages or required substitutes. Today's demand, therefore, is favorable to the container producer, and it is clearly evident that the long range of demand is optimistic. No longer do buyers have to substitute, as a sacrifice to quality, desirability for end-use or at a penalty of excess cost either initially or on the basis of transportation. The demand for packages, in general, will continue to reflect the general economic conditions, and with the



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IT'S just as if you gave away part of your daily production of packaged goods when you use inefficient, costly packaging methods. Users of Triangle packaging machinery regularly report savings of 25% and more in packaging costs—money that is added to their net profits.

FOR EXAMPLE: The Triangle Model CV-6 Volumetric Filler illustrated is credited by several large food packers for reducing their packaging costs as much as 50%. Unsurpassed by any other unit in its price range,

semi-automatic, one-operator, filling free-flowing materials into any style container, this machine will package as fast as the operator can work! Fills 8 oz. to 3 lb. packages at 30 to 40 per minute. Can also be installed as fully automatic machine with synchronized

This is only one of a complete range of Triangle machines for weighing, filling and carton sealing dry materials into any style containers. If you package cookies, candies, popcorn, nutmeats, powders, tablets, granules, flakes, grocery staples, macaroni products, etc., investigate space saving, labor saving, cost cutting Triangle packaging machinery.

For complete recommendations, send sample filled package and state production requirements . . . Triangle will give you the facts and figures on the machine for your needs—without obligation.

Ask about the Triangle Pay-As-You-Package Plan

TRIANGLE PACKAGE MACHINERY CO.

Sales Offices: San Francisco, Denver, Dallas, Atlanta, New York, Pittsburgh, Beston, Jacksonville. Branch Factory: Lee Angeles. trend toward larger population and especially toward individual and unit packaging, the demand trend has increased per capita with each passing year."

Availability of packaging equipment is, in general, "much improved," said Mr. Forker. "Most machinery manufacturers are now able to schedule reasonably prompt delivery. Since packaging machinery is often standard only in the basic sense and generally must be adapted to the customer's particular requirement," he added, "it is seldom that shipment of packaging machinery is less than 90 to 120 days."

"Extremely Competitive" Conditions

For the first time in 10 years, conditions have become "extremely competitive" in the container industry, stated Mr. Forker. Container costs, in general, "will be lower before the end of this year than they were on an average for 1948," he predicted, "but still container costs will be much higher than in prewar years." Present labor costs and the trend make it very "improbable," he added, that "container costs to the buyer will be substantially reduced in price except at a sacrifice of profit. If container costs are to decline, raw material costs are the logical factors to watch, especially with a reduction in volume," he explained.

Roger L. Putnam, president of Package Machinery Co., was chairman of the opening day morning session on "Packaging Operations in the Present Economy."

Better packaging has enabled food stores to become "the nation's No. 1 candy outlet," stated Robert Mueller, chairman of the opening day afternoon session on "The Retailer Looks at Packaging—A Clinic." "Over 99 per cent of the country's food stores now sell candy and 85 per cent sell candy on a selfservice basis," said Mr. Mueller. "Total candy sales in food stores now run well over \$500,000,000 a year. These enormous sales are due primarily to steadily improving packaging in the form of transparent film bags, window packages, regular boxes, and multipack units of candy bars and gum. Multipack units, incidentally, are extremely popular with selfservice operators.

"Planned Impulse Buying"

"Impulse buying" does not fully describe the modern shopping method, added Mr. Mueller. "A better term," he explained, "might be 'planned impulse buying,' for housewives (and their husbands) now enter a store planning to use the store itself as a source of suggestion on what to buy."

Although sales can be accelerated by "the package that creates the impulse to buy," Hildreth Lange, of R. H. Macy & Co., Inc., stated in the clinic discussion, "in all our great and varied assortments (at Macy's), however, the package that creates this impulse to buy is rather a rarity. We deplore this sameness, because (1) it rarely makes a customer stop and (2) because it retards decision at the point of sale." The qualities that make this ideal package that will sell itself in a minmum length of time are: (1) consumer acceptance and (2) sound design.

"The packaging field is overcrowded with bores; dull things that take valuable space. I truly believe that more expert attractive packaging will increase sales. People respond to new labels, new packages in much the same fashion as they respond to new clothes.

"The American market must be alert to packaging ideas from Europe. The chic simplicity of their design

Ou

MAKE CHRISTMAS 1949 YOUR BIG SEASON PLAN NOW!



Our new line of stock wraps for 21/2 to 5-lb. boxes is ready.

Original and striking designs are available for both small and large users.

Wire, write or phone immediately for samples and prices.

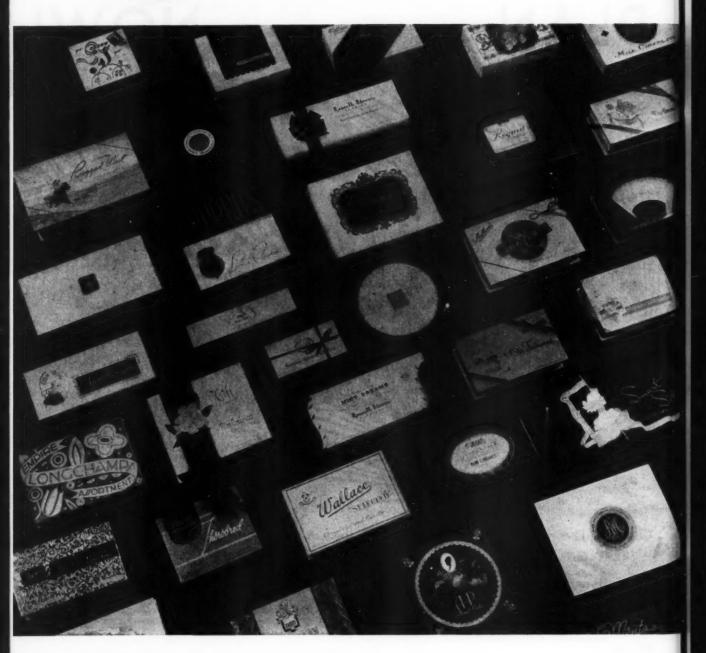
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To Sell Confectioners...

THE MANUFACTURING CONFECTIONER



The Technical Magazine of the confectionery business!



Editorial Content

More than 50 great "How to Make" articles a year appear in this magazine, which devotes its entire content to articles on candy pro-

duction methods and the newest developments in plant operation and successful management. For 27 years, The Manufacturing Confectioner has led its field in the volume of pages devoted to production techniques and research. Part of its program is the Richmond textbook published month-by-month; and other "planned series articles" on current manufacturing problems. It renders creative services to readers, such as "The Candy Clinic," "The Packaging Clinic," and its "Letters" column, all contributing to confectionery progress.

Market Coverage

2412 net paid (A.B.C.) copies penetrate 1722 worthwhile candy plants. The combination of paid circulation, and the principle of a single interest magazine for plant personnel develops truly economical coverage of real buyers. The Manufacturing Confectioner delegates all "jobber news" and candy advertising to a separate publication, "Candy Merchandising".



"Candy Packaging"

Quarterly, from the issues of February, May, August and November, the entire "Candy Packaging" department of THE MANUFACTURING CONFECTIONER is reprinted as an individual magazine. 1000 copies are circulated free to a selected list of executives in candy plants who control packaging material purchases. These issues contain the useful "Candy Packaging Clinic Reports". Packaging advertisers in these months get bonus coverage in the supplement.



Reader Interest

— is a natural outcome of publishing facts that help make profits. Every phase of candy making is well covered, from giant production to

"The Retail Manufacturer" (a department for the small scale operator.) Every issue is so balanced that at least one article serves the executive responsible for each candy plant function. Therefore, penetration to all buying points is assured.

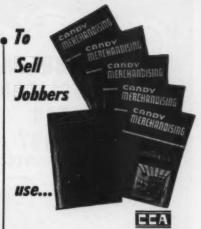
"Blue Book Issue"

The September issue of THE MANUFACTURING CONFECTIONER is a specially important number. Its articles are statistical reports on the candy business. In addition it contains a "buyers guide" to (1) Raw Materials; (2) Machinery; and (3) Packaging Materials used in candy manufacture. This directory section lists suppliers in well-organized classifications, and their product advertising, making this issue over 200 pages. Laminated covers, side wire bind. Timed perfectly for Fall buying.



"Candy Equipment Preview"

appears (quarterly) in the January, April, July and October issues of THE MANUFAC-TURING CONFECTIONER. Reprinted as an individual supplement, including the advertising of machinery and equipment in those issues, it is sent to selected plant engineers and machinery buyers in the large factories. The "Preview" is constructive publishing on candy machinery and wins exactly the right reader interest to support machinery advertising.



CANDY MERCHANDISING

For Jobbers and Wholesalers — This digest sized magazine is designed to help candy manufacturers strengthen relations with volume candy buyers. Jobber-Manufacturer relations have never been so important, nor the need for goodwill and understanding so great.

• MARKETS REACHED — 9,590 copies of "C.M." have controlled, free distribution to Candy, Drug, Grocery and Tobacco Jobbers, Department and Chain Store Buyers and other case lot buyers. Through these wholesale channels 86% of all candy is sold.

e EDITORIAL CONTENT — Modern in format, and dedicated exclusively to the merchandising problems of the jobbers who normally handle \$500,000,000 worth of Candy, Candy Merchandising has a sound, four-point editorial program which insures reader interest: (1) candy facts, (2) merchandising methods, and (3) seasonal trends. The Directory issue gives full (4) where-to-buy information.

THE CANDY BUYERS' DIRECTORY— is the December issue of Candy Merchandising. It contains lists of wholesale manufacturers, classified by 50 or more types of candies. It is the only published source of "where-to-buy-candy" information. For 16 years 10,000 candy jobbers and volume buyers have depended upon this "who's who" of the candy industry.



THE MANUFACTURING CONFECTIONER PUBLISHING CO

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is outstanding. Their typography and all its associated arts of engraving, lithography, photography, and color reproduction are superlative. France and Switzerland are particularly outstanding.

"There is another vital factor of packaging that deeply concerns department stores, and that is the prepacked unit. Long before the war, Macy recognized this and devoted a special department to its attention. Of necessity it had to be discontinued during the war period. Just six months ago, however, our supply department drafted a new program that will eventually give us complete store coverage in this field.

"Macy favors the unit prepacked item. It facilitates both taken and sent orders. It facilitates marking and order filing. It prevents inventory loss through breakage and soilage. Most important of all, the time element at the point of sale is shortened. Today that is meaningful. Time saved means dollars saved."

Women are more and more becoming—and recognizing it—the "purchasing agents of the home," Marie Sellers, director of Conusmer Services, General Goods Corp., told the clinic, "Talk as you may about package design, descriptive labeling, informative labeling, grade labeling, or what have you, the net of the whole approach is, in the words of a friend of mine: 'I want to know what I am getting.' Does the package and the label tell her what she is getting? It is as simple as that." Women want packages that are simple and convenient, with labels that are legible and not cluttered up with 'sell.' Granting that the homemaker is really "Alice in Wonderland" and "will try anything once," Director Sellers warns: "Woe to the product that does not qualify as a quality product in spite of what may be its convenience advantages." The product must be "right the first time," for there won't be a second try, if the first try is a failure or a disappointment.

Getting the most out of machinery for films by candy manufacturers requires "almost ideal" room condition, Walter Farrelly, packaging supervisor, Cellophane Division, E. I. du Pont de Nemours & Co., Inc., told the session on cutting packaging costs. "In this case, the film should be conditioned for at least 24 hours before using. Where processing operations require that air be extremely humid, make sure that no extra rolls are stored in the room. Rooms which house printing and fabricating operations should be completely air conditioned."

Dr. Laurence V. Burton, executive director, Packaging Institute, Inc., stressed the importance of infestation prevention in containers. Methods for freeing the product from infestation before packaging include: (1) heat treatment by steam, (2) heat treatment by dry heat in a mechanical dryer, (3) heat treatment by high frequency dielectric heating to about 145 degrees F., (4) mechanical treatment in a centrifugal machine known as the "Entoleter," (5) fumigation or chemical treatment, (6) bulk fumigation in either vacuum chambers or in rooms or properly covered piles.

Chemical fumigation, vacuum fumigation, and electrical entoletion by the electric type of entoleter were included as methods of freeing the product from infestation after packaging.

Regardless of what type of container is used for bulk packaging, considerable economies are possible when such containers are filled to their full carrying capacity, said T. P. Callahan, supervisor of containers, Monsanto Chemical Co. "Free space in a container increases the container cost and increases the freight cost. In large volume packaging, one inch free space, for instance, in a container will run into many thousands of dollars in container and freight costs."







your ticket to the "BIG SHOW"

Candy's "Big Show" never stops and America's candy counters dazzle the eyes like a three ring circus. It takes a real eye-stopper package to get attention and make the sale in such competition.

That's why it pays to have Milprint's creative staff sit in on your package plans whether you make bars, pieces or box candies.

Milprint's famous "one stop" service offers printed Cellophane, Foils and Glassine in rolls, sheets and bags as well as handsomely lithographed box wrappers and point-of-sale advertising displays. Call your local Milprint man.

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How to Cut Candy Packaging Costs

by REX A. STONE

Director of Sales, Triangle Package Machinery Co.

OMPETITION IS KEEN and getting keener. All production costs are high, and labor does not indicate any signs of coming down.

Every candy manufacturer has the necessity of maintaining his sales position. To maintain this position manufacturers have cut costs by either reducing quality of the product, which is not the answer, or by some sound business policy which would reduce the costs with regards to placing his product in the hands of the ultimate

user, with the minimum expenditure of money. Some candy men with keen insight for future business, have made intelligent choices. They have secured new equip-

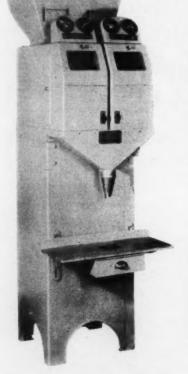
PHOTOS 1 and 2, shown on this page illustrate machines each designed for a specific handling job and for specific types of candy. Machines are plained, togs

do something to increase the efficiency of their packaging rooms, and reduce packaging costs.

Packaging machines—especially of the weighing, filling, and measuring type-are most important to the candy manufacturer, for they actually spend his money. They should not be overlooked. For the accuracy with which they can be controlled, while filling various type containers with the product, directly affects profits in the sense of reducing "give-away," or over-filling, and at the same time maintains satisfied customers by prevent-ing underfilling or "slack" packages.

The problems connected with the manufacturing of packaging machines for the weighing and filling of candy products, are most complex. As we all know, there are





OTHER MACHINE handles gums, marshmallows. spice drops, orange slices, and similar ssful feeding by overhead means and must be hopered so that rear inclined belts can draw material to vibratory trays.

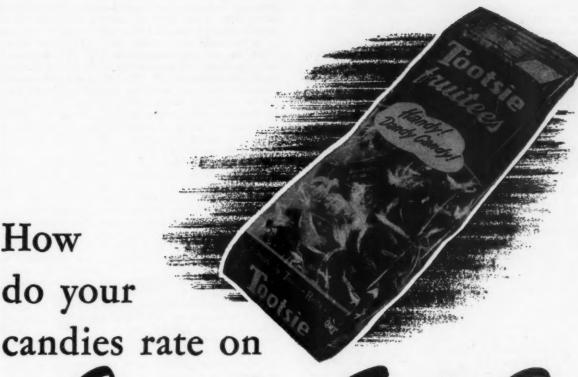
ment, which reduces manufacturing costs and offers greater productivity.

Prior to the war, a considerable amount of candy bagging work was accomplished by hand. Labor at that time, compared to today, was cheap. Those progressive candy packers, faced with immediate rising payrolls after the war, and today faced with impending Legislation to raise the floor of the minimum wage law, have had to

literally hundreds of different items in the candy field. No one machine, nor one type machine can possibly handle a majority of these products; for the behavior of each product differs slightly from each other, as well as the shape of the individual piece, the weight of the individual piece. These establish the requirement of the packaging machinery. Certain items are better sellers than others ,and provisions have to be made to offer flexibility of production, as well as handling a family of similar size products on one machine.

Packaging machines probably could be termed "special purpose" machines. They are not something like a typewriter, in that one placed in one office would serve its purpose just as well in some other office. The products have to be carefully analyzed. The type feed, method of hoppering, and various components have to be carefully studied and analyzed, and a machine type assigned, as to whether the application would best be handled by a gross weight principle, net weight principle, or by means of a measuring machine.

Photos 1 and 2 illustrate two different kinds of machines. Though both are a weighing machine, their principle of operation is quite different. One machine, which



mpulse Sales?

It's an oft-told story these days that more than 62% of all candy is bought on impulse-"unplanned purchases", some people call them.

It goes without saying that it is only the beautiful package that attracts the eye-the attention-is picked up and finally bought. It's just as true that unless the package is strong and protective the customer won't be fooled into buying a second time.

Oneida numbers among its satisfied customers hundreds of manufacturing confectioners. Oneida candy packaging is an integral part of the two billion dollar candy industry. We believe our approach to candy packaging will prove highly interesting to you. Samples are yours upon request. No obligation to buy-just look at them!

It pays to package for impulse sales!



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How

do your

incorporates an overhead type feed, indicates it is being manufactured for the handling of relatively free, or semi-free flowing type products, which would lend themselves for overhead type feed. These include such items as candy corn, Boston beans, small mints, cinnamon drops, cinnamon imperials, lemon drops, etc. The other machine handles such products as gums, marshmallows,

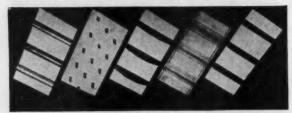


PHOTO 3, which shows different type belt fabrics for handling of various kinds of candies.

spice drops, orange slices, which would not lend themselves for successful feeding by an overead means, but must be hoppered so that rear inclined feed belts can draw the material up to the vibratory trays.

Though certain type machines might appear similar or identical from outward appearance, there are certain components which make them considerably different from one another. For example, inclined conveyor feed belts which transport material from various rear type feed hoppers, caa be of pin-type cleats, wood cleats, tapered wood cleats, termed "marshmallow cleats," or canvass cleats. The belts themselves are supplied out of different type fabrics, such as canvass or neoprene impregnated, as shown in *Photo* 3.

As mentioned above, these belts work in conjunction with the general drawing out of various type materials from rear feed waist high supply hoppers. These in themselves, differ widely from one another, and illustrated is what is termed a "rear belt feed supply hopper," referred to in the trade as a "stoker feed." This is a hopper which has its own independent drive, and an electric valve regulator, which works the belt in a very slow forward intermittent motion. The belt propels the material forward as the scale mechanism requires additional material for weighing. As the scale is satisfied, the belt stops the forward motion until additional material is required. In addition to acting as a conditioning unit, it holds an additional amount of material, than normally found in waist high rear hoppers. See *Photo* 4.

For applications that do not necessarily need a stoker feed, a waist high rear hopper is supplied. Material can be fed from various tote trays or pans directly into this hopper. Or the hopper can be supplied by various elevators for continuous feeding from various in-feeding belts, which would make for continuous production operations. These hoppers are sometimes, depending on the type production, furnished with lifters, which have a slow slight up and down motion within the hopper to insure that the material is properly fed onto the various type inclined elevator feed belts with minimum breakage, and uniformity of feeding.

The two approaches to weighing problems are either gross weighing or net weighing. In the former, the material is actually metered out by means of a patented vibratory feed tray, directly into the container itself. Where a non-rigid type container is utilized—such as cellophane bags, pliofilm, kraft, etc.—the bag is placed by an operator to a filling spout, where it is automatically held, accurately filled, and automatically released to a





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Four of the six largest makers of chocolate bars buy Riegel Papers regularly

Among the makers of chocolate bars, and in many other fields, you will find that most of the sales leaders are regular Riegel customers. They buy from us simply because they know we can make packaging and industrial papers that combine technical excellence with economy and production efficiency. Their confidence in Riegel is an important reason why your company—whether large or small—should see if we can also help you. Riegel Paper Corporation, 342 Madison Avenue, New York 17, N. Y.

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take-away conveyor, which transports the accurately

filled bag away.

Where rigid containers, such as cans or cartons, might be utilized on a gross weighing principle, because of the type product, platforms are supplied on the scale beam mechanism, which allows the rigid type container to be placed on the platform (tare weight of this container is already compensated by a setting of the poise weight on the scale beam), and filling can take place directly into the rigid container. As the rigid container has been brought up to the accurate weight, the scale feed mechanism is automatically shut off until the filled container is removed, and replaced with an empty container.

The operation of the net type weigher is not affected in any way by the type container. For the container is first accurately weighed out within a scale compartment. As this compartment has its accurately weighed load, this mechanism allows it gently to stream out of the scale compartment, through a discharge hopper, and through a spout, into whatever type container is either held up to the spout in the case of a semiautomatic operation; or is filled directly into a rigid type container, which has been automatically transported, and registered beneath the filling spout, and which would be automatically settled by means of a shaking device, and then transported away.

We have seen what effect the various type hoppers, both overhead and rear feed, as well as the inclined conveyor feed belts, place with the conditioning of various type materials, and how these components are supplied so as to be able to handle the characteristic behavior of the various type products. In addition to these devices, which make for controlled and accurate feeding, attention should be given to the various means, whereby fine

control can be added to the various type products, to insure accurate weighing.

Photo 5, illustrates several type trays, which gently feed, by vibratory action, the material forward either

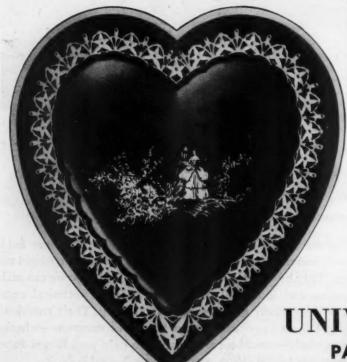


PHOTO 4 SHOWS
"rear belt feed supply hopper" or
"stoker feed." Hopper has own independent drive and
an electric valve
regulator, which
works belt in very
slow forward intermittent motion. Belt
propels material forward as scale
mechanism requires
additional material
for weighing.

directly into the container, as in the case of the Gross Weigher, or in the scale weighing component, in the

case of the Net Weigher.

You see, some trays are made with what is termed a single trough. Others are in two sections, and are known as parallel trays, and which are a patented feature. Certain products lend themselves for handling on parallel trays, which would insure a greater degree of accurate filling; for when approximately 80 per cent of the desired load is weighed out, the bulk side (larger



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All Sizes

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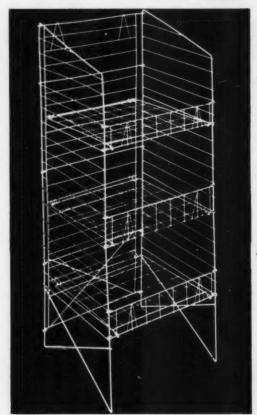
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display your products on this new Tru-Weight Display Rackl



NO. F-400 FLOOR DISPLAY RACK

There's no doubt about it! Your products will sell faster when prominently displayed in this new 3-shelf display rack. A colorful variety of your products attractively arranged is sure to tempt the eye and increase sales.

This rack is easily and quickly erected. However, most important is the fact that the shelves are permanently attached to the rack, and cannot become separated or lost. In addition to Tru-Weight's usual sturdy construction, there are 2 clips at top in back of the rack and 2 clips in front of each shelf to insert advertising display or price cards.

If you want a display rack that is really a merchandise mover then place your order for the No. F-400 today!

This reverse photo shows the No. F-400 with its 3 adjustable shelves in level position.

When shelves are tilted at back as shown, each shelf holds more merchandise.

SPECIFICATIONS-No. F-400 FLOOR DISPLAY RACK

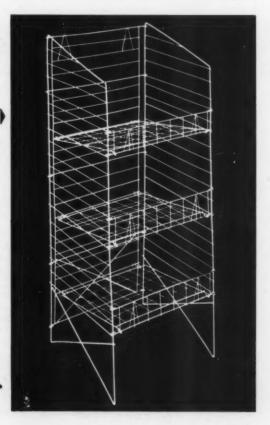
Height of rack	481/2"
Shelf space	17"x17½"
Width of rack	17¾"
Depth front to rear	17"
Space between shelves	11"
From lower shelf to floor	

Packed 4 racks per box Shipping weight 73 lb. Folds flat for shipping Color: Emerald Green Enamel

WRITE FOR PRICES TODAY!

TRU-WEIGHT MFG. CO.

1234 N. W. 27th ST., OKLAHOMA CITY, OKLAHOMA





WEINMAN BROTHERS, INC.

3260 W. Grand Ave. Chicago 51

TIE BOXES, PACKAGES FASTER, EASIER with the SAXMAYER NO. 6 BUNDLE TYING MACHINE



Latest addition to the SAXMAYER line is this highly efficient machine especially suited for tying confectionery products. Using either twine or tape, it ties all shapes and sizes of packages up to 6 inches high. Attractively finished in enamel with white porcelain top. Legs furnished at slight additional cost.

Whatever your tying problem, there's a SAXMAYER to meet your requirements. Write for illustrated folder describing 20 standard SAXMAYER Models serving over 100 different industries.

NATIONAL BUNDLE TYER CO. BLISSFIELD, MICHIGAN

portion of the tray) is automatically shut off, and feeding takes place by what is termed the dribble portion of the tray, (the smaller of the two parts).

The purpose is to get as much mass material weighed uot in as short a time as possible, allowing as much time as possible for correction by the dribble tray. This makes for finer weight and almost resembles dropping a single piece at a time off the trays, to make for as perfect accuracy as possible.

In addition, single trough trays can be obtained so that it has two speeds. Meaning, that when about 80 per tl

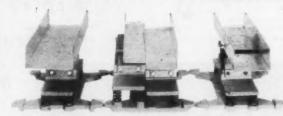


PHOTO 5 SHOWS various trays which gently feed by vibratory action forward either into container or in scale weighing component, depending on machine used.

cent of the load has been fed off the tray, the tray automatically reduces the intensity of the vibratory feed action, and dispenses the balance of the desired load at a slower speed, which makes for greater accuracy.

There is something more than just the years of experience of knowing which type components would go together best, to make a complete machine, which would best serve a customer's requirements. Even after a machine is engineered and manufactured, it has been found that the only true manner to determine the machine's capabilities, is to give it an actual test with the customer's product and the customer's container. This means that each machine be actually tested to simulate packing operations within the customer's plant as closely as possible. Trial runs, also, are made in which weights of hundreds of packages are carefully charted, and tolerance range carefully checked to see that the equipment will perform within a specified operating range.

- Package Machinery Co.: Purchase of the manufacturing rights and plant facilities of Frank D. Palmer, Inc., of Chicago, is announced. The merger has been ratified by the directors of both companies. Roger L. Putnam, Package Machinery president, said the method of operating the two will be determined after the merger has been approved by the stockholders. The sales staffs of both companies will continue unchanged, each specializing in its particular field. Frank D. Palmer, founder of the organization, will remain in an advisory capacity, and Charles E. Palmer will become vice-president in charge of the Palmer Division.
- Lamont, Corliss & Co.: Atherton G. Fryer is appointed director of sales research for Lamont, Corliss & Co., distributors of Nestle's chocolate and Pond's creams and cosmetics.
- Robert Spector Co.: A new catalogue of scotch and industrial pressure-sensitive tapes and their uses is available it is reported. This publication makes it possible to find the products of all the leading tape manufacturers in one catalogue. Write to Robert Spector Co., 22 Park Place, New York 7, N. V.

New Chocolate Process

(Continued from page 42)

gredients, under controlled conditions of temperature and moisture content, and maintain all the fatty constituent of the basic nibs. It eliminates the multiple grinding, mixing, and size reducing procedures heretofore thought necessary and desirable in the treatment of cocoa nibs, as well as the expensive machine installations and the excessive space, personnel, and power requirements entailed by these earlier procedures. A great saving in production time and increase in output capacity are effected by the present method and apparatus in addition to the above mentioned advantages.

I claim:

1.—A method of making chocolate confectionery directly from prepared cacao nibs and other dry and wet ingredients, comprising controlling the moisture content of the nibs not to exceed 3.0 per cent, mixing proportionate quantities of said low moisture content, unground nibs and said dry ingredients, grinding said mixture of nibs and dry ingredients in an atmosphere not substantially in excess of the melting point of the cocoa fat of the nibs whereby to prevent substantial melting during grinding and thereafter mixing said ground nibs and dry ingredients with the wet ingredient of the confectionery.

2.—A method of making chocolate confectionery from prepared cacao nibs and other dry and wet ingredients, controlling the moisture content of the nibs not to exceed 3.0 per cent, mixing proportionate quantities of said low

moisture content, unground nibs and at least one other dry ingredient, grinding said mixture to minute particle size while controlling the temperature of the grinding atmosphere at not substantially higher than 90° F., whereby to prevent substantial melting of the cocoa fat of the nibs during grinding, and mixing the ground nibs and dry ingredients with one or more wet ingredients of the confectionery other than chocolate liquor.

3.—A method of making chocolate confectionery from prepared cacao nibs and other dry and wet ingredients, controlling the moisture content of the nibs not to exceed a 3.0 per cent, mixing proportionate quantities of said low moisture content, unground nibs and at least one other dry ingredient, grinding said mixture to minute particle size while controlling the temperature of the grinding atmosphere not to exceed 78° F., whereby to prevent substantial melting of the cocoa fat of the nibs during grinding, and mixing the ground nibs and dry ingredient with one or more wet ingredients of the confectionery other than chocolate liquor.

References Cited

The following references are of record in the file of this patent:

UNITED STATES PATENTS

Number	Name	Date	
441,951	Goetz	Dec. 2, 1890	
1,032,931	Neumann	July 16, 1912	
1,035,303	Bausman	Aug. 13, 1912	
1,685,956	Podszus	Oct. 2, 1928	
1,725,155	McAllister	Aug. 20, 1929	
1,971,314	Lauenstein	Aug. 21, 1934	
2,147,549	Roselius	Feb. 14, 1939	
2,356,181	Rubens	Aug. 22, 1944	
2,384,077	Crosley et al		
2,400,382	Arnold	May 14, 1946	



Check these packaging supplies . . .

Candy Box Padding
—(Flossine, Padsit, Decopad)
Dipping Papers
Shredded Papers

Wavee Parchment Waxed Papers Embossed Papers Chocolate Dividers
Boats and Trays
—(Plain or Printed)
Layer Boards

Die-Cut Liners Protection Papers Partitions

. . . and write for Samples and Prices.

George H. Sweetnam, Inc. 282-286 Portland Street, Cambridge 41, Mass.

"Specialists in the Packaging Field"_

JUST PUBLISHED

CANDY PRODUCTION METHODS AND FORMULAS

by WALTER L. RICHMOND

A BIG 640-PAGE BOOK OF CANDY "KNOW-HOW"

ANDY PRODUCTION: METHODS AND FORMULAS, now ready for prompt shipment, is a big, 640-page, extra-helpful book designed to give practical "know-how" answers to problems of candy manufacture. Walter L. Richmond, the author, is plant superintendent for Garrott Candy Company and for Jane Garrott Candies, Inc., of St. Paul, Minn. His series of articles on candy manufacture in THE MANUFACTURING CONFECTIONER, which drew wide acclaim of the confectionery industry, are condensations of some of the extra-helpful chapters in this important book.

In CANDY PRODUCTION: METHODS AND FORMULAS, Mr. Richmond describes fully the three basic operations for good candy manufacture: (1) Ingredients and Cooking Actions, (2) Mixing, Casting, Coating, Etc., (3) Trouble Shooting. Mr. Richmond tells both the reasons and the methods of operation. In addition, he provides carefully selected formulas for both the wholesale and the retail trade.

Whether you have a large plant or a small one, CANDY PRODUCTION: METHODS AND FORMULAS will prove a valuable asset to your firm. Mr. Richmond's book has 30 helpful chapters, as shown in the accompanying contents table. Its 640 pages contain 500 candy formulas and detailed production information on candies. For quick, convenient reference, a numbered list of the book's 500 formulas—grouped also under 32 main candy classifications—is provided. A comprehensive index and large diagrams showing both how to decorate Easter eggs and how to insert fruit and nuts in the centers are still additional features. Designed specifically as a production man's text, Mr. Richmond's helpful book also provides generous space alongside the formulas for notes during actual production in the candy plant.

CANDY PRODUCTION: METHODS AND FORMULAS is now ready for prompt shipment. Price is \$10. Use the handy coupon below.

USE THIS ORDER FORM **BOOK ORDER** The Manufacturing Confectioner Pub. Co.. 400 W. Madison Street Chicago 6, Ill. Please send me Mr. Richmond's new helpful book CANDY PRODUCTION METH-ODS AND FORMULAS which contains 500 candy formulas. I am enclosing \$10.00. Name Position

CONTENTS

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Flavors and Colors (Ch. 1) Cream Candies (Ch. 2) Chocolate Covered Cast Creams (Ch. 3) Cordial Fruit Creams (Ch. 4) Direct Remelt Creams (Ch. 5) Hand Rolled Creams (Ch. 6)

Plain Creams, Glazed Butter Goods, Crystallized Creams (Ch. 7) Cream Coated Bon Bons (Ch. 8)

Chocolate Puddings, Chocolate Paste. French Chocolates (Ch. 9)

Easter Candies (Ch. 10)

Glace and Preserved Fruits (Ch. 11) Coconut Candies (Ch. 12)

Milk Products for Fudge and Caramels (Ch. 13)

Fudge (Ch. 14) Caramels (Ch. 15)

Marshmallows (Ch. 16)

Nougat, Sea Foam (Ch. 17)

Icing (Ch. 18)

Jellies (Ch. 19)

Starch Gums and Jellies (Ch. 20)

Hard Candy (Ch. 21)

Butter Crunch, Butter Scotch

(Ch. 22)

Taffy and Kisses (Ch. 23)

Nut Candies (Ch. 24)

Pop Corn (Ch. 25)

Salted Nuts (Ch. 26)

Egg Frappes (Ch. 27)

Useful Information - Charts and Tables (Ch. 28)

Trouble Shooting (Ch. 29) Unsatisfactory Results, Cause and

Remedies (Ch. 30)

Candy Clinic

(Continued from page 56)

molding are very good. Orange has cardboard base to keep piece upright. Color, texture, and taste of chocolate is good. Sent in for analysis as No. 4631. No price listed.

REMARKS: The most outstanding chocolate novelty we have seen in years. Exceptionally well made and good eating chocolate. Suggest a retail price of 35 cents. Code 6B49.

Bubble Gum

ANALYSIS: Sent in for analysis as No. 4634. Priced at 1 cent each. Appearance of piece is good. Wrapped in wax wrappers, printed in blue and red. Color, texture, bubbles, and flavor are good.

REMARKS: One of the best bubble

REMARKS: One of the best bubble gums we have examined. A good size piece for a 1-cent seller. Code 6049.

Assorted Chocolates

ANALYSIS: Sent in for analysis as No. 4630. One pound for \$1.75. Appearance of package is good. Box is one-layer type, embossed buff paper top, padded. Gold extension edges, top and bottom. Name embossed in gold. Cellulose wrapper and chip board container. Number of pieces in box total 52—37 dark coated, 9 milk coated, 5 gold foiled and one sprill coated. Coatings, dark coated centers, sprill coated almond paste, and the foiled pieces are good.

REMARKS: Very neat and attractive box. One of the best we have seen in this price field for some time. Appearance of box on opening was ruined because of the wax liner and broken sprilla which caused a dust ever the entire box. Suggest a glassine liner and wrap the sprill pieces in cellulose to prevent particles to dust. Gloss on milk chocolates is too "waxy" looking. Suggest a number of good hard candy centers to improve the assortment. Check flavors in the jelly piece. Code 6S49.

Sweet Chocolate Bar

ANALYSIS: Gold foil wrapper, paper band printed in buff, brown, and gold. Appearance, size, dark chocolate color, texture, taste: good. This 3%-ounce bar was sent in for analysis as No. 4629. No price listed.

REMARKS: A good eating chocolate, well refined. Code 5149.



What happens to your CHOCOLATES when the "HEAT'S ON",

Your chocolates are SAFE from the outside heat, when protected between store and home with JIFFY INSULATED BAGS. Your chocolates will not discolor and melt—lose their taste and look appeal.

In a JIFFY INSULATED BAG your candy remains perfect in appearance regardless of outside temperature hours AFTER it leaves your store.



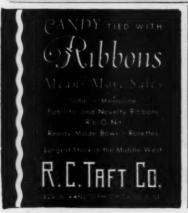
With JIFFY INSULATED BAGS you enjoy profitable, all-year round sales.



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LAYER BOARDS DIVIDERS CHOCOLATE

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Prompt Deliveries Guaranteed



DEAL WRAPPING MACHINES FAST-EFFICIENT-RELIABLE

CANDY manufac-turers both large and small prefer IDEAL WRAPPING MACHINES because MACHINES because they provide the economies of fast handling along with dependable, uninter-rupted operation. In use the world over, IDEAL Machines are IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualised guarantee is your pretection. Two models available: SENIOR MODEL wraps 169 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



WRITE FOR COMPLETE SPECIFICATIONS AND PRICES

IDEAL WRAPPING MACHINE CO.

MIDDLETOWN, N. Y. EST. 1906

U. S. A.

SUPPLY FIELD Mey

• Givaudan-Delawanna, Inc.: Formation of Givaudan Flavors, Inc., a new corporation devoted exclusively to the production and sales of flavors, is announced by Givaudan-Delawanna, Inc. Paul Adams, who has been active in the flavor industry



PAUL ADAMS, WHO has been active in the flavor industry in America and Switzerland for a period of 18 years will manage Givaudan Flavors Inc., a new division of Givaudan-Delawanna, Inc.

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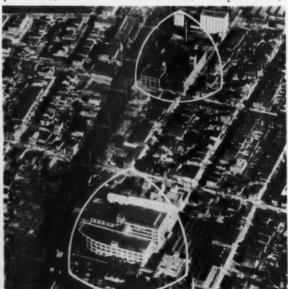
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in America and Switzerland for 18 years, will manage the newly formed company. According to Mr. Adams, the company will produce both true fruit and imitation flavors, as well as combinations of both. Executive and sales offices will be maintained

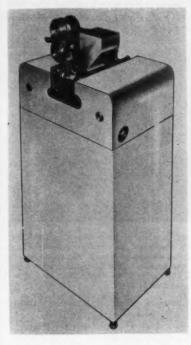
at 330 W. 42nd St., New York.

• Blumenthal Brothers: Executives of the cocoa and chocolate products firm announce that the third major expansion has been completed. The new buildings are located within a short distance of Blumenthal Brothers' manufacturing plant at Margaret and James Sts. Present Blumenthal Brothers executive staff includes: Bernhard S. Blumenthal, president; Samuel K. Blumenthal, vice-president;



AERIAL VIEW OF BLUMENTHAL BROTHERS' Philadelphia plants. The newly acquired buildings are in the lower frame of the pic-

Joseph Blumenthal, treasurer; Lawrence Blumenthal, secretary, and M. L. Blumenthal, Sr., chairman of the board.



CARRIS-CRANE dispop Machine is built to deliver to 125 pops per minute. A simple single feed adjustment, adjustable candy rolling to the control action and gravity discharge provides ease of operation. The Carris-Crane includes a set of dies made to specification.

- Seneff-Herr Co.: Henry Gertenrich, candy production superintendent, known throughout the Chicago and Midwest area, recently joined this company as research and service consultant. Mr. Gertenrich will be present at the NCA convention this month.
- George Lueders & Co.: A special luncheon was tendered Adolph Leuchs by officers of the firm on the occasion of Mr. Leuchs' 50th anniversary with the company. President F. J. Lueders presented the usual service pin to Mr. Leuchs. This pin contains two small diamonds, distinguishing it from the 25-year pin which, up to the present time, has been presented to 42 employees of the company.

While the luncheon was in progress, a television set, a gift of the officers and employees, was being installed in the home of Mr. Leuchs. The luncheon was held at the Ridgewood County Club. Among those present were: F. Weber, vice-president with

Let's Stop Moisture, Sampling, Contamination

with Filma*-Seal MSp-18 in Gutmann Screw caps.



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Solid Wood or Masonite Bottoms

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Standard Mogul size 14½"x32"

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DIPPING BOARDS
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CHOCOLATE RACKS



MARLENE MFG. CORP., 55 Mercer St., New York 13, N. Y.

Greetings to all NCA Members and Griends

We sincerely hope that the NCA Convention will be most enjoyable and successful.



We also are looking forward to the pleasure of meeting our many friends.

COCOLINE PRODUCTS, INC.

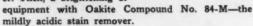
fine Cocoa Powders and Chocolate Coatings

40-20 22nd St.

Long Island City, N. Y.

easy way to remove those tough caramel deposits

Cost-conscious confectioners are getting fast results cleaning mixing and cooking kettles with this easy 2-step Oakite treatment. First, a thorough removal of residues with an alkaline-type Oakite cleaner. Then, a brightening of



For full, free details of this low-cost, time-saving procedure for removing tough carbonized caramel deposits and stains, ask for Special Report No. 7202. No obligation, of course. Address your request to Oakite Products, Inc., 36C Thames Street, New York City 6, New York.



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CHOCOLATE

COATINGS LIQUORS COCOAS



LAMONT, CORLISS & CO.

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Branches in Principal Cities

the company 56 years; Harry W. Heister, who will celebrated his half century mark in October; and Gustav Miller, who will round out his 50 years in January, 1950. Another member topping the 50-year mark is Edward V. Killeen, 58 years with the company.





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WILLIAM H. GAMBLE (left) is elected vice-president of the Corn Products Refining Co. by the board of directors recently. The directors also announced the election of John R. Rhamstine (right) to the post of financial vice-president. Mr. Rhamstine, served as manager of the Pekin. Ill. plant prior to his appointment as α vice-president in 1947.

- General Foods Corp.: Walter Baker Chocolate and Cocoa Division will feature a diaramic display depicting the history of chocolate at the Walter Maker Booth at the National Confectioners convention in Chicago on June 6th. Personnel of the Walter Baker Div. to attend the convention are: Howard O. Frye, Arthur E. Fest, Andrew C. Quale, T. G. Churchill, N.W. Kempf, E.G. Derby, H.W. Levasseur, C. R. Phoenx, H.W. Thomas Herb Theile, L. B. Pierce, R. W. Gries, J. P. Gray, Wayne Pence, L. B. Bruere, W. H. Kansteiner, and Wm. B. Naylor.
- American Dry Milk Institute: H. R. Leonard. St. Paul, Minn., is reelected chairman of the board of directors of the ADMI. Also reelected on the Board are Paul Young, San Francisco, vice chairman; W. T. Crighton, Springeld, Mo.; Walter Page, New York; E. A. Pool. New York; and F. D. Stone, Minneapolis. New board members elected are: George W. Tolbert, Columbus, O.; F. A. Nutting, Chicago; and L. E. Metzger, Chicago. B. W. Fairbanks, Highland Park, Ill.; is appointed acting administrative officer of the institution to serve until a permanent executive is selected. The

TRUTASTE FLAVORS ... Rival Natures Own



Zestful, Tangy, Imitation CHERRY
Full-Bodied, Rich, Imitation GRAPE
Luscious, Imitation STRAWBERRY
Tantalizing, Imitation RASPBERRY

NEUMANN BUSLEE & WOLFE

224 W.HURON ST.

CHICAGO 10, III.

C. E. Gray Award, a sum of \$1000 given to outstanding workers in the dry milk industry, was presented to Director McCann and the sum was placed in the Roud McCann Memorial Scholarship.

DR. J. M. NEWTON, rsearch supervisor for Clinton Industries, Inc., has been appointed director of the company's technical sales service department recently.



- W. R. Vermillion Co.: It is reported that starch trays built of solid, kiln-dried oak frames with smooth sealed Masonite bottoms, locked into the tray ends and set with screws at 4-inch variation may be shipped to interested parties for inspection at no charge. The firm also declares that no nails are used in the tray's construction. Shipped prepaid free from W. R. Vermillion Co., 2205 Grand Ave., Kansas City, Mo. Return of the tray is not necessary.
- Borden's Co.: Whitson's "100"—a new vegetable protein whipping agent for all types of candy—is being introduced nationally by the Whitson Products Division of Borden's, it is reported.
- Lamont, Corliss & Co.: Atherton G. Fryer has joined the firm as director of sales research, it is announced by Clive C. Day, president. Mr. Fryer comes to Lamont, Corliss & Co. from the Crowell Collier Publishing Co., where he was manager of market research for American Magazine and Collier's.
- Polak and Schwartz, Inc.: The New York flavoring house announces the removal of their Chicago offices from 400 W. Madison St. to 173 W. Madison St., Chicago.
- Durkee Famous Foods: C. F. Widmer, Durkee sales manager, announces the appointment of two new Florida distributors for the firm. The Cochran Distributing Co., headed by Maynard Cochran, is named Miami distributor and in central Florida

Quality Leader for 50 Years

F&B CREAM BEATERS

For Smooth, White Fondant



Capacities: 25 lbs. to 250 lbs. Sizes: 2, 3, 4, and 5 ft.

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KANDEX

CONFECTIONERY STABILIZER

Gives lasting freshness and smoother texture to your caramels and other chewy candles such as toffee. taffy, and kisses. Does not cook out. Each pound of KANDEX means another pound, or more, of your finest candy. SAVES TIME and EXPENSE.

Write for free testing samples—Dept. 400

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IF THE TRUTH WERE KNOWN...

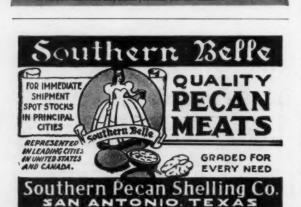
... many leading candy brands owe much of their popularity to American Food's flavor-skill



AMERICAN FOOD LABORATORIES, INC., 860 ATLANTIC AVE., BROOKLYN 17, N. Y.







Durkee's products will be distributed by the Suarez Distributing Co. of Tampa and Orlando.

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• Fritzsche Brothers. Inc.: Dr. Ernest Guenther and his collaborators and co-workers were honored guest at a testimonial dinner given at the New York Athletic club recently by Frederick H. Leonhart, President of Fritzsche Brothers, Inc.



TESTIMONIAL DINNER GIVEN BY F. H. Leonhardt, president. Fritzsche Brothers, to Dr. Ernest Guenther and his collaborators on "The Essential Oils55. Seated (L. to R.) Mrs. F. H. Leonhardt, F. H. Leonhardt, MaryNeary, P. H. Wesemann, Catherine McGuire, D. A. Neary, G. A. Wohliort, A. H. Hansen, Jr., and Mrs. E. Adelmann: standing: Fred Leonhardt, Jr., Dr. F. Sterrett, W. P. Leidy. John H. Montgomery, Mrs. John Baylis, Edward Langenau, Mrs. Ann Blake Hencken, Dr. Guenther, Joseph A. Huisking, Dr. Darrell Althausen, and R. W. Wilmer.

- Lamont, Corliss & Co.: The firm announces that John E. Conley of Pittsburgh has joined their bulk sales division and will cover western Pennsylvania, Ohio, and West Virginia.
- Sparrow and Meins: Carroll L. Meins, treasurer, announces that the new Boston address is now 27 Doane St. Mr. Meins adds that the firm is now supplying chocolate "sprinkles" packed in 25-lb. drums and 7-lb. tins, 42 lbs. to the carton.
- Senneff-Herr Co.: The firm is adding a group of concentrated vanillas and vanilla blends to its line for confectioners. These vanillas and vanilla blends are packaged in four 1-gal. glass jars to the case or in 1-gal. cartons alone.
- Swift & Co.: N. R. Clark, vice-president in charge of Swift's dairy and poultry operations, announces that the company has established its first ice cream plant in Kansas at Wichita.
- General Foods Corp.: Willard P. Brown is appointed assistant to Howard M. Chapin, director of advertising. He was formerly assistant to the production manager in the Maxwell House Division. Charles Overbeck, who is being temporarily trans-



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When you buy-be right, BUY BURCK-BRAND.

C. W. BURCKHALTER, INC.

Supplying high quality milk to Manufacturing Confectioners for more than 20 years.

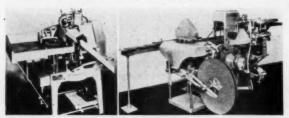
156 FRANKLIN STREET

NEW YORK 13, N. Y.

TEL. WA. 5-0728

ferred from his present position as assistant plant manager at the Maxwell House Division, is filling Mr. Brown's position.

• Extrin Foods, Inc.: Irvin Reiss of the firm is promoted to vice-president, it was reported recently. Mr. Reiss will also continue his operation as general sales manager of the company.



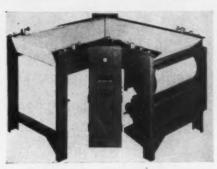
PACKAGE MACHINERY COMPANY'S MODEL DF-1 Bar Wrapper and the 22-B for wrapping hard candy will be in operation at the Confectionery Industries Exhibition. The DF-1 produces dieform wraps for irregular bars at a speed of 140 bars per min.

- West Disinfecting Co.: A new 16 page booklet on liquid soap dispensing equipment is available from this company by writing to West Disinfecting Company, 42-16 West St., Long Island City 1, N. Y.
- New Dry Milk Study: milk is widely favored by food processors as an ingredient in confections. This is shown in a study reported by H. L. Cook of the University of Wisconsin and the Bureau of Agricultural Economics to the American Dry Milk Institute in Chicago. In the making of candies, milk chocolates took most of the dry milk used.
- Union Pacific Railroad: Joe W. Jarvis, supervisor of the railroad's agricultural development department, is elected president for 1949-1950 of the American Railway Development Ass'n.
- National Ass'n. of Popcorn Manufacturers: The board of directors of the NAPM announces the 1949 International Popcorn Convention and Exposition will be in Chicago at the Palmer House Hotel on October 24, 25, and 26. To assist Executive



LENOX SUGAR JELLS by Necco, made with fruit pectin, are now available in a new 12 ounce package. The package is designed to display the sugar jells fully, yet keeps the candy in firm position so as not to loose any of its neat attractiveness.

"Economy 90" Belturn"



We design, fabricate, and erect equipment for Candy and Biscuit Plants.

- ECONOMY BELTURNS for centinuous conveying around a turn without bunching or crowding. Belt widths 10" to 48".
- ECONOMY "LUSTR-KOOLD" Chocolate Cooling Tunnels and Conveyors
- ECONOMY Skinning and Sandwich Cooling Tunnels and Conveyors for marshmallows and sandwich goods in Biscuit Plants.
- . ECONOMY Air Conditioners or Room Coolers.
- MISCELLANEOUS ITEMS—Packing Tables, Complete Conveying systems, Stainless Trucks, Pans and Racks.

ECONOMY EQUIPMENT CO., INC.

Office & Plant 4800 South Hoyne Avenue, Chicago 9, Illinois

Eastern Representative—John Sheffman
152 West 42nd Street, New York 18, N Y.

Greetings

Penick & Ford wish to extend greetings and best wishes to our many friends and customers at the N.C.A. Convention. We will welcome your visit to our Booth Number 2 at the Confectionery Industries Exposition, June 6-10, Stevens Hotel, Chicago, Ill.

PENICK & FORD

MILLS

See

the NEW, original SPUN-TYPE REVOLVING

PANS

and other Mills Equipment

in Booth 14, N. C. A.

Confectionery Industries
Exposition

THOS. MILLS & BRO., INC.

1301-15 No. 8th St., Philadelphia 22, Pa.

Chocolate Coatings

HOOTON

Your candy cannot taste any better than the goodness of your chocolate coating . . . That's where Hooton enters the picture.

HOOTON CHOCOLATE CO.

Fine Chocolate Since 1897 NEW JERSEY NEWARK 7

Secretary Tom Sullivan, the board named A. J. Villiesse, past secretary, as general convention chairman; W. W. Hawkins, expositions chairman and Leonard M. Japp, banquet chairman.

nev

bar for

• National Equipment Co.: The New York firm is having a complete showing of its new sanitary and "clean-lined" equipment at the Confectionery Industries Exposition at the Stevens Hotel, Chicago, June 6-9. Among the machines being shown is the new improved "Mogul Model M-100" with many new features such as: (1) New improved sieve with quick removable brush sections newly designed whereby the two sections with brushes at the delivery end of the sieve can be removed and cleaned in a few minutes. (2) New Synchromatic Drive which insures smooth transfer of moulding boards from the printer to the depositor. (3) Superior moulding with clean cavities for the candy is obtained through a new type of action cams with roller bearing cam rollers on the printer. (4) Streamlined and stoutly reinforced frames are built for heavy duty operation. Also to be exhibited, will be the new "National Enrober" which has been accepted by leading health authorities. "Silvretone Hydro-seal Pump Bar," which can accurately deposit the heavier fondants such as caramel, nougat, and coconut cream, will be on display as well as the improved "National Cooler and Packer". This tunnel has been accepted by the New York Board of Health and others for its sanitary construction and its accessibility for easy and complete cleaning. One of the features of "National's Tunnel" is that the individual side panels on both sides are hinged and can lift up like the hood of an automobile.

National is also exhibiting its new "Continuous Vacuum Cooker" capable of producing hard candy of even quality at outputs of from 700 to 3,000 pounds per hour. The cooking area in this cooker is made as large as possible, so that the steam pressure may be reduced accordingly. Steam pressures in this cooker vary from 40 to 75 pounds only. The flow of syrup through the coils is from top to bottom, eliminating pockets and evening the speed at which syrup travels through the coils. Danger of graining of sugar from normal causes is reported eliminated.

The firm's newly developed "Multiple-Tier Cooler" includes the following features, it is stated: (1) The plaque transfer at the pickup of the enrobed confection is entirely automatic and made as smooth as possible. (2) Transfer of plaque to trays is improved. (3) Removing of plaques from trays and confections from the plaques is achieved in a new patented way. (4) Swinging type knife edges assist this and eliminate all clogging of chocolate in transfers. (5) A new timing device is entirely ball bearing equipped and smooth operating. (6) Ball bearing and needle bearing construction permits smooth, vibration-less operation of tray conveyor.

The firm's new sugar sander features: (1) Production of finished goods with a minimum of scrap. (2) A new patented device for separating confections before they are thrown through sugar curtain into drum. (3) Stainless steel for all parts exposed to steam and contacting goods. (4) Parts completely enclosed against dust. (5) Easily emptied sugar hopper and easy accessibility for cleaning.

Two developments for making perfect centers, as incorporated in the firm's "New Model M-100 Mogul" are also announced by National: (1) A new style "Easy Fill Silvretone Hydro-Seal" pump bar constructed of a new sanitary metal and making fondants as caramels and coconut creams. (2) A new method of cleaning centers without use of auxiliary equipment.

- Maple Sugar Production: The lowest maple sugar production on record was reported during 1948 at 229,000 pounds. Previous year's output was 305,000 pounds, far below the 508,000 pound average of 1937-46. Maple production in 1948 was down 30 per cent from the previous year, 35 per cent from the 1937-46 average. High cost of tree-tapping labor was said to be the main factor in reducing production.
- Peanut Allotment for 1949: A state peanut acreage allotment of 17,630 acres more than the previously announced total has been set by the Department of Agriculture for 1949's crop. The total (with adjustment) equals 2,628,970 acres. This figure included a reserve of 20,891 acres that will be available for allotments for farms from which peanuts have not been harvested during the past three years. The adjustment was made under a provision of the Agricultural Adjustment Act of 1938 requiring that no state be given an allotment less than its 1941 allotment.
- Peanut Production: Record production of 2,-268,000 pounds of peanuts is estimated for 1948 by the Department of Agriculture. This is 75,-000,000 pounds above the previous record made in 1942. A relatively high average yield of 706 pounds to the acre more than offset the reduction in acreage since 1942.
- Golden State Company, Ltd.: Paul Young is appointed president to succeed Frank E. Buck, who recently retired for reasons of health. Mr. Young formerly served as vice-president and general manager of the company. The board of directors was expanded with the appointment of Richard O. Simon to the board.
- The Borden Company: Theodore G. Montague, president of the company, predicts a seasonal downtrend in prices of dairy products for at least



9 Out of 10

Chocolate Manufacturers say

"Make My Moulds

AMERICAN"

American Chocolate Mould Co., Inc. 173 Lafayette St., New York 13 (CAnal 6-5568)



AVAILABLE IN ALL SIZES

"Seamless"

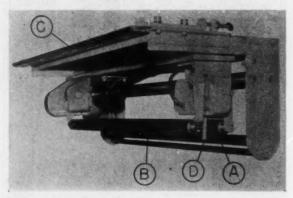
Copper Candy Kettles

We specialize in the manufacture and repair of all types of copper steam jacket and open fire kettles.

A. BERRY COPPER WORKS

Master Coppersmiths

217 W. Broadway, New York 13, N. Y. Telephone: CAnal 6-4427 ESTABLISHED 1907 the early part of this year. He further expects a good market in 1949 for dairy goods and deems it unlikely that this year's prices will touch the high level reached in 1948.



A LIGHT CANVAS OR COATED fabric conveyor belts are held on center or moved back to center if they run out of line by application of this recently improved Greer Automatic Belt Guider. Installation is on the loading end of the conveyor on the return run slack side of the belt which is threaded over roll A and under Roll B to move upward to C on the top plate.

- Union Pacific Railroad: The company's eightpoint frieght loss and damage prevention program is attributed as the principal factor in reducing loss and damage claims by 14 per cent during 1948 in comparison with the previous year. A total of 144,971 claims were presented against the railroad last year, and 168,191 in 1947.
- Penn Industrial Instrument Corp.: A new bulletin is released showing the various steps in making the company's flow meters. It is available upon request at the firm's office, 3116 N. 17th St., Philadelphia 32, Pa.
- Sugar Production: World sugar production for the 1948-49 season is estimated at a record 37,689,-000 tons, the Dept. of Agriculture reports. This is 11 per cent higher than the previous season's total and 9 per cent higher than the prewar (1935-39)



NEW G-S MAGNETIC PROBE, MADE of super-magnetic alloy, is no larger than a fountain pen. Point of magnet is extended or retracted from streamlined polished bakelite case by turning endknob. Strength of magnet can be controlled by amount of Extension. Pocket clip is provided for safe, easy carrying.

average. The department, in a quarterly review of the sugar situation, says the world supply in the season ahead may be a little smaller, but predicts that the supplies will be considerably larger than demand, and that prices may drop further this year.

- American Cocoa Research Institute: At its recent meeting, Clive C. Day, President of the Peter Cailler Kohler Swiss Chocolate Co. and H. Russell Burbank, president of Rockwood & Co., were reelected chairman and vice-chairman respectively, of the Institute.
- National Food Brokers Ass'n.: Watson Rogers is appointed president of NFBA for the fourth term at the 1949 executive committee meeting.
- Roud McCann: One of the most respected and admired leaders in the trade association and dairy industry fields, Mr. McCann recently died after a short illness at his Highland Park, Ill. home. He had been director of the American Dry Milk Institute, Inc., during the past 20 years.
- A. E. Staley Manufacturing Co.: An increase of 21 per cent in the power plant capacity will be obtained when current changes and additions are completed. This is part of the firm's \$11,500,000 plant modernization and expansion program.
- National Peanut Council: Discussion of better quality peanuts and greater effort to stimulate consumer demand featured the proceedings of the First National Peanut Industry Conference at the Shorean Hotel in Washington, last month. Sponsored by the National Peanut Council in conjunction with its annual convention, the conference was attended by all segments of the industry including growers, shellers, and manufacturers. Officers elected for the coming year are: William K. Kuehn, chairman of the board; William F. Seals, president; C. E. Johnson, J. D. Sargent, Ralph McMillen, and C. L. Halladay, vice-presidents. The new board of directors, elected by the membership at the opening session of the convention is: William K. Kuehn, William Woodley, Ralph McMillen, Hosea D. White, C. E. Johnson, Charles Scully, C. L. Halladay, Roy Parrish, J. D. Sargent, Mayon Parker, Arthur Rude, H. L. Michael, W. T. Pond, E. J. Nichols, and W. W. Byrum.
- Institute of Food Technologists: Over 50 companies and organizations have reserved space for the exposition at the national convention of IFT in San Francisco July 10-14. The exposition will be in San Francisco's Civic Auditorium.
- Agricultural Chemical Research Div., Dept of Agriculture: Candy research in the New Orleans laboratory is expected to make rapid progress with the addition of a full-time chemist to the staff for candy work. Helen M. Robinson, a member of the Agriculture Department the past 10 years, is working with Fred J. Fahs, candy maker at the project, and Dr. L. F. Martin, head of the New Orleans laboratory.

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HELP WANTED

WANTED: HARD CANDY Foreman for plant in New England. Must have knowledge of manufacturing filled plastic hard candies. State age, salary desired, when available. Real opening. Box B-596. The MANUFAC-TURING CONFECTIONER.

SALESMAN WANTED: To cover department and drug store trade with an outstanding package of assorted Apple Candies which has proven to be a good seller in the Pacific Northwest. Box A698. The MANUFACTURING CONFECTIONER.

SALES LINES WANTED

WANTED: Lines of 1c and 5c candies for North Carolina, South Carolina and Virginia. Sam Smith, 2500 Patterson Ave., Winston-Salem 4, North Carolina.

WANTED: Candy and allied lines. We have 20 years sales experience in same territory of Florida, Georgia and Alabama. 3 salesmen. Hubert Brokerage Company, 210-211 Candler Bldg., Atlanta, Georgia.

MONEY TO INVEST

ATTENTION CANDY MANUFACTURERS MONEY TO INVEST

Do you need money for expansion or other reasons? We are in a position to take care of all your financial problems or if you are considering selling your plant, we can also help you. Will only consider plants doing \$200,000 business a year or more. All correspondence will be kept strictly confidential. Box A-694. The MANUFACTURING CONFECTIONER.

BUSINESS FOR SALE

FOR SALE: Business and equipment of small, complete candy and ice cream manufacturing plant with retail store, centrally located in Midwest. Box A-5913. The MANUFACTURING CONFECTIONER.

FOR SALE OR LEASE: New modern candy factory located in Peoria. 2,800 sq. ft. including new building. Good machinery including new chocolate coater and melter. Output 1,000 lb. per day. Price includes good will, complete stock, and facilities. Low rental, \$4,000 cash required. Easy terms. Write Coopers Candies, 2307 N. Adams St., Peoria, Ill.

BUSINESS FOR SALE

FOR SALE: Wholesale Confectionery Business, including 2-story brick bldg., dandy mfg. equip., truck, office equip., \$5,000 stock of merchandise. Going concern in business location over 25 years. Operating as C. E. Walley Co., 436 S. 18th St., Reading, Pa. Business being sold to settle estate. Write executor at above address.

MACHINERY WANTED

WANTED

l late style, new or used, Greer 32" Coater. State year and price.

Box A-696. The MANU-FACTURING CONFEC-TIONER.

WANTED

YOUR IDLE MACHINERY
WILL BUY FROM SINGLE ITEMS
TO COMPLETE PLANTS

URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices.



MACHINERY WANTED (Contd.)

WANTED: Hollow chocolate tumbling machine (Reiche) complete with baskets.

State price, condition. Box A-692. The MANUFACTURING CONFECTIONER.

USED FRIEND HAND ROLL machines bought and sold. The McNulty Engineering Company, 200 Old Colony Avenue, So. Boston 27, Mass.

WANTED: Lolly Pop Wrapping Machines. Will pay cash. State serial number and condition. School House Candy Co., Providence, R. I.

WANTED: Hollow chocolate moulds suitable for Christmas, such as Santa Claus, et. Reply, giving details of price and sizes. Box A-696. The MANUFACTURING CONFECTIONER.

MACHINERY FOR SALE

FOR SALE: A candy manufacturer offers 1 new model National 34" Enrober, used only one year. 2 National 32" coaters. 2-32" Economy Lusterkoold 50-ft. tunnels with 20-ft. packing tables. 1 Burns No. 61 Thermalo Continuous Peanut Roasting unit complete with blanchers, cleaners and picking table. 1 Greer 2000-lb. chocolate melting kettle. 1 A Blau Nut Bar sizing machine, new, never used. Other items of interest. Information upon request. D. Goldenberg, Inc., Ontario and "I" St., Philadelphia 34, Pa.

FOR SALE: One DF bar wrapping machine made by Package Machinery Co., equipped with folding box for bars 4¼" long 1¼" wide, and ½" high. Folding boxes for wide range of other bar sizes can be secured at nominal cost. This is a new machine never having been used. Box A-691. The MANUFACTURING CONFECTIONER.

CLASSIFIED

When addressing box numbers, please address as follows:
(Bax Number)
The Manufacturing Confectioner
400 West Madison St.
Chicago 6, Ill.

ADVERTISING

Classified insertion requests are sent to the same address. Rates are 35c per line of regular type: 70c per line for bold face or capital letters; 35 per column inch for display. Minimum insertion is three lines. Rates are not subject to agency discounts.

You are invited TO VISIT THESE 2 EFFICIENT CANDY FACTORIES WHILE AT THE N. C. A. CONFECTIONERY INDUSTRIES EXPOSITION

311-329 W. SUPERIOR ST. Chicago, Illinois 341-353 W. ERIE ST. Chicago, Illinois

MOULDING DEPARTMENT

- 2-NATIONAL STEEL MOGULS WITH 2 CURRIE TRAY
- 1—National Steel Mogul with Currie Tray Stacker and extra Depositor for double casting
- 1—Bullerjahn Starch Conditioning Heating and Cooling Double Unit
- 1-Allis-Chalmers Starch Cleaner'
- 1-Wolf Starch Cleaner
- 30,000—Starch Trays with Starch
- 1000—Single and Double Dollies
- 1—Colseth Truck
- 2-National Starch Bucks

CREAM, CARAMEL AND MARSHMALLOW DEPARTMENT

- 1—HOHBERGER CONTINUOUS DRUM TYPE CREAM COOLER AND BEATER UP TO 20,000 LBS. DAILY CAPACITY
- 1—Complete Cream Unit consisting of two 600 lb. Werner Coolers and Day Mixer
- 1—Complete Cream Unit consisting of 1 National Syrup Cooler and Westerman Beater
- 2—New Era, Dough type, Cream Mixers
- 2—National EB Cream Remelters, 50 gal. cap.
- 3—Savage Marshmallow Beaters, round top 220 lb. cap., stainless steel
- 4-Savage 150 lb. Marshmallow Beaters

PAN DEPARTMENT

- 86—HOLMBERG 38" COPPER REVOLVING PANS WITH AND WITHOUT RIBS: 49 POLISHING PANS (NO COILS), 37 COATING PANS (WITH COILS)
- 9-38" Stainless Steel Revolving Pans
- 18—Copper Cooking Kettles, assorted. Capacities, 15 to 50 gal.

- 2000-Pan Trays
- 2—Baker Perkins and Baltimore Sugar Sanders and Conveyor
- 1-Crystallizing outfit, complete
- 1-Mikro Sugar Mill, motor driven
- 1-Schutz-O'Neill 4X Sugar Mill
- 1—Latini Chocolate Spraying System for 12 pans
- 1-Rotex Sieve

CHOCOLATE COATING DEPARTMENT

- 1—32" COATER WITH AUTOMATIC FEEDER, BOT-TOMER, DECORATOR AND COOLING TUNNEL WITH PACKING TABLE
- 1-16" Enrober, complete
- 1—Battery of two 500 lb. N.E. Chocolate Tempering Kettles
- 1-2000 lb. N.E. Chocolate Melters
- 2-1200 lb. N.E. Chocolate Melters
- 2-500 lb. N.E. Chocolate Melters
- 3-300 lb. N.E. Chocolate Melters
- 1-Stehling Chocolate Mixer, motor driven
- 15—38" Revolving Pans for Chocolate, Copper and Stainless Steel
- 5-15 gallen Copper Kettles

HARD CANDY DEPARTMENT

- 1—CONTINUOUS HARD CANDY COOKER, LATE STYLE, 2000 LB. HOURLY CAPACITY, COMPLETE
- 1—National 600 lb. Continuous Cooker, complete
- 1—Hohberger Cutter with Automatic Hansella Batch Roller, Sizer and Cooling Conveyor
- 2-Hildreth Form 3 Pullers, 100 lb. capacity
- 1-Hansella Batch Roller
- 3—York Batch Rollers—7 ft.

- 7—Cooling Slabs, Various sizes
- 1—Package Machinery Co. type 22-B Hard Candy Twist Wropping Machine

WRAPPERS AND FILLERS

- 1—BRAND NEW REDDINGTON AUTOMATIC BOX OPENING, FILLING AND CLOSING MACHINE
- 1—Triangle G2C Automatic Rag or Box Weighing and Filling Machine, Automatic Conveyor feeding and delivering, latest style, almost new
- 2-Franke Machine Co. Bag Fillers
- 1—Simplex Automatic Bag Making Machine
- 1—Package Machinery Co. type 22-B Hard Candy Twist Wrapping Machine
- 1-Forgrove Foil Wrapper
- 1—Hayssen Box Wrapper, late style, 5 inch to 11 inch
- 1-Miller Box Wrapper

MIXING AND COOKING KETTLES

- 4—125 gal. Stainless Steel Steam Mixing Kettles, motor driven
- 8-125 gal. Savage Copper Mixing Kettles
- 1—75 gal. Savage Steam Jacketed Single Action Kettle
- 2—Savage 50 gal. Patent Double Action Tilting Mixing Kettles
- 4—Savage 60 gal. Double Action Mixers
- 1—60 gal. Savage Steam Jacketed Single Action Kettle
- 1—50 gal. Savage Steam Jacketed Single Action Kettle
- 1—35 gal. Savage Tilting Mixing Kettle
- 4-50 gal. Cooking Kettles

UNION CONFECTIONERY MACHINERY CO., INC.

318-322 LAFAYETTE ST.

NEW YORK 12, N. Y.

FOR SALE-PIECE MEAL

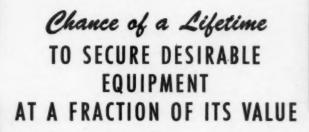


National Equipment Fully Automatic Steel Mogul

Excellent Machinery and Equipment FORMERLY USED BY

A PROMINENT CANDY MANUFACTURER

AT SACRIFICE PRICES FOR QUICK SALES





Continuous Hard Candy
Cooker, late style, 2000 lbs. hourly
capacity, complete
National 600 lbs. Continuous
Cooker, complete



32" Coater with Automatic Feeder, Bottomer, Decorator, and Cooling Tunnel with Packing Table



Currie Destacker with Steel Mogul.

Battery of Stainless Steel and Copper 38" Revolving Pans with Ribs

Our Representative will be on the premises daily. For details call

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You'll be welcome at our exhibit at Booth 40 N.C.A. CONFECTIONERY INDUSTRIES EXPOSITION June 6-9 Hotel Stevens, Chicago





Hohberger Continuous Cream Cooler and Cream Beater, up to 20,000 lbs. daily capacity.



Battery of Holmberg 38" Revolving Pans with Steam Coils

UNION CONFECTIONERY MACHINERY CO., INC.

318-322 LAFAYETTE ST.

NEW YORK 12, N. Y.



MACHINERY FOR SALE (Contd.)

FOR SALE: 3" ball beater, 150 lb. Chocolate Melter, 3'x8' cold slab—3'x6' marble slab, Read 3 shift beater, nut roaster, starch and dipping trays, drop frame—4 sets of rollers, table and batch warmer. All in A-1 condition. Box No. A-695. The MANUFACTURING CONFECTIONER.

FOR SALE: One new Lynch Wrap-O-Matic bar wrapping machine; one used Model DF Package Machinery bar wrap machine; Swedish stainless steel belts, varying lengths, some 24" wide, some 32", from 100 to 600 feet in length. Box F-191, The Manulacturing Confectioner.

FOR SALE: Gordon Wilcox Senior Plastic Machine equipped with %" extruders round and square. Machine never used, already crated to go, will sell for \$1600; which is about one third of selling price. Box C-595, The MANUFACTURING CONFECTIONER.

FOR SALE: Continuous Fondant Machine; 3 chocolate melters 300, 200, 100 lbs.; 1 Savage Fire Mixer (complete); 1 Amsco Rotary Bag sealer; 1 Creamery bottle filler; 1 Lamber 200 lb. nut roaster. Reasonable. Box A-699. The MANUFACTURING CONFECTIONER.

MACHINERY FOR SALE (Contd.)

FOR SALE: Have two brand NEW Dubin "Hydro-Lift" fire mixers in original crates. Sell at sacrifice. Write Box F-192, The Manufacturing Confectioner.

FOR SALE: Three completely reconditioned RAF Rose Candy wrapping machines for immediate shipment. Like New. Box A-693. The MANUFACTURING CONFEC-TIONER.

MISCELLANEOUS

USED STARCH

Also Sweepings

BOUGHT

(For Animal Feed)

LOUIS ROSENBERG

444 Fairmount Ave., Philadelphia 23, Pa. MISCELLANEOUS (Contd.)

WE BUY & SELL

ODD LOTS . OVER RUNS . SURPLUS

Cellophane BAGS

SHEETS-ROLLS-SHREDDINGS
Gellopkane relix in setter bexes 196 ft. or more
ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Relis
Tying Ribbons—All
Colors & Widths
Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert L. Brown
"At Your Service"
74 E. 28th St., Chicago 16, Illinois

FOR SALE: 23# COLORED WAX twisting quality No. 1 stock, all or part, 11c per lb. F.O.B., Neenah, Wisc., subject to prior sale. 1133# 9 x 12 Blue, 871# 9 x 12 Orange. Sample furnished. Good Bargain, LEROY SEGALL COMPANY, 161 W. Wisconsin Avenue, Milwaukee, Wisconsin.

- Institute of Food Technologists: The largest gathering of food technologists in history is expected to be held during the ninth annual convention of the IFT at San Francisco July 10-15. A large exhibition of food equipment and supplies will be shown concurrent with the convention at the Civic Auditorium. Speeches, round table discussions, and trips through canning and processing plants are among the items on the agenda now taking final shape.
- Butterfat Support Program: Support operations to carry out the government's 90 per cent of parity program for butterfat will be conducted throughout 1949. The Department of Agriculture will offer to buy in any area during this year butter of U. S. Grade A or higher at 59 cents per pound for delivery before September 1, and at 62 cents for delivery on and after September 1. U. S. Grade B butter will be purchased for 2 cents lower during each period. Butterfat prices are based on the market prices of butter, and government purchases are designed to assure farmers a national average butterfat price during the year equal to 90 per cent of mid-January computation of parity, 58.5 cents the pound. A drastic decline in prices during the heavy producing period and subsequent sharp rise during the low production months is expected to be avoided with the program.
- Rockwood & Co.: Net income for 1948 is reported to be \$929,770, compared to \$1,224,810 for the previous year. The company had \$4.62 of current assets for each \$1 of liabilities at year's end, compared with \$2.32 in assets for each \$1 of liabilities at the end of 1947. Cash dividends of \$335,297 were paid during the year. These included regular dividends of \$5 per share on preferred and \$1.20 per share on common stock. No indebtedness to banks was recorded at the end of 1948, compared to \$1,100,000 bank indebtedness at the end of 1947.
- Federal Trade Practices Conference: Notification is expected soon from the Federal Trade Commission on its decision concerning the application of the National Confectioners' Ass'n for a trade practices conference for the confectionery industry. A recent mail referendum among NCA members indicated a majority desired such a conference, according to Philip P. Gott, NCA president. Discussion of the application has been underway among the association members for several years, he said.
- The Girdler Corporation: Appointment is made of Harold E. Huber as head process engineer of the firm's Votator division. Mr. Huber has been with the corporation since 1943, and formerly was associated with Standard Oil Company of Indiana for five years.

CONFECTIONERY BROKERS

New England States

JESSE C. LESSE CO.

Confectionery
Office and Sales Room
161 Massachusetts Ave.
BOSTON 15, MASS.
Territory: New England

Middle Atlantic States

S. P. ANTHONY

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W. H. CARMAN Manufacturers' Representatives 3508 Copley Road BALTIMORE 15, MARYLAND Terr.: Maryland; Wash., D. C.

So. Atlantic States (contd.)

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Candy Broker 17 Edgewood Avenue, S. E. ATLANTA, 3, Georgia Tern: Ga., Ala., and Fla.

WM. E. HARRELSON Manufacturers' Representative 5308 Tuckahoe Ave.—Phone 44280 BICHMOND 21, VIRGINIA Terr.: W. Va., Va., N. & S. Caro.

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ATLANTA, GEORGIA
: Florida, Georgia and Alabama for 20 years

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Confections & Allied Lines
Terr.: Ga., Fla., & Ala.

A. CARY MEARS P. O. Box 2415 BOANOKE, VIRGINIA Candy and Specialty Items

Terr.: Va., W. Va., & No. & So. Caro. ROY E. RANDALL CO. Manufacturers' Representative P. O. Box 605—Phone 7590 COLUMBIA 1, SO. CAROLINA

Terr.: No. & So. Carolina. Over 25 years in area

East No. Central States

EDWARD A. D. (Condv) BARZ P. O. Box 395—LA PORTE, IND. P. O. Box 512—OAK LAWN, ILL. Covering III., Ind., Mich., Ohio, Ky., and W. Va.

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East No. Central States (contd.)

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101 Smith Street
FLINT 3, MICHIGAN
Are At Your Service Always
—And All Ways" Terr.: Michigan, Estab. Since 1932

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NCWA CONVENTION

(Continued from page 31)

10.05 a.m.-Address: "Vitamin F-Fair Trade-for the Billion Dollar Baby.

10:30 a.m.-Address: "Vitamin S-Showmanship." Zenn Kaufman, Philip Morris & Co. Ltd., Inc., New York.

11:00 a.m.—Panel Discussion: "Sales Contests are Effective Treatment. Participants: M. J. Herrick, Sweetheart Candy Company, Bismarck, North Dakota. Zenn Kaufman, author of the book "How to Run Better Sales Contests."

-Panel Discussion: "Display as a Sales Tonic." Participants: Joseph P. Fritz, Newport, Minn., and Paul Harris, Sayre, Pa.

12:15 p.m.—Address: "Parental Care for the Billion Dollar Baby", Frank Hanscom, Walter H. Johnson Candy Co., Chicago, Ill. (Invited).

12:40 p.m.—Announcements.

12:45 p.m.-Adjournment.

12:30 p.m.--Ladies Luncheon, Edgewater Beach Hotel.

-Luncheon, Executive session for jobber members only. Theme: "The Wholesaler and the Billion Dollar Subject: "Responsibility of NCWA."

2:00 p.m.—Call to Order, John F. Poetker, Cincinnati, Ohio, President, NCWA.

2.05 p.m.—Report of President John F. Poetker, Jr.

2:15 p.m.—Report of Secretary-Treasurer, C. M. McMillan, Washington, D. C.

2:25 p.m.—Report of Resolutions Committee.

2:35 p.m.—Report of Nominations Committee and election of officers.

2:50 p.m.-Old business. 3:10 p.m.-New business.

3.40 p.m.-Announcements.

3.45 p.m.-Adjournment.

4:00 p.m.--Meeting, Board of directors,

6:00 p.m.—All-Confectionery Exposition closes. 7:00 p.m.—Annual Banquet, Grand Ballroom. 7:00 p.m.-Installation of Officers, Phillip P. Gott, president, National Confectioners' Ass'n, Chicago. Presentation of awards and recognitions. Music and entertainment,

10:00 p.m.-Dancing, Jack Cavan's Orchestra.

• Clinton Industries, Inc.: Membership bylaws are amended by the board of directors to increase the size of the board from 11 to 12, and thus elect B. C. Skinner, board chairman of Juice Industries, Inc., as a director. The juice concentrate firm was recently acquired by Clinton. Two new members of the board recently elected to fill vacancies are David R. Klhoun and William H. Armstrong.

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Candy Press-Time News

- Maurice L. Wurzel: President of Loft Candy Corp. since 1941 Mr. Wurzel died May 14 in Philadelphia. A well known civic leader in Philadelphia, Mr. Wurzel was honorary president of Mount Sinai Hospital and was president of its board of trustees for 13 years. He also was a director of the Philadelphia Psychiatric Hospital, the Federation of Jewish Charities, of Lit Brothers, of the Bankers Bond and Mortgage Co. of America, and of several other corporations.
- Flavoring Extract Manufacturers' Ass'n: Discussions of flavors and business featured FEMA's 40th annual convention in Chicago's Drake Hotel May 15-18. Feature of the opening day was a cocktail party by Dodge & Olcott, Inc. Dr. N. C. Larsen, of Polak & Schwarz, discussed "Flavor as a Factor in Nutrition" on the second day. Dr. Clarke E. Davis, of Virginia Dare Extract Co., was chairman of the convention committee.
- NCA Names Mack: James E. Mack is named manager of the Washington office. He formerly was assistant director of the Home Builders Ass'n of metropolitan Washington and legislative director of the National Home and Property Owners Foundation.
- Sweets Company of America: Alfred E. Leighton, chief chemist, will sail on the "Queen Elizabeth" June 30 to spend July with relatives and friends in England.
- Jiffy Mfg. Co.: Insulated bags designed to keep chocolates "in perfect condition between store and home, regardless of the summer temperatures" are available from this firm. Chocolates will not discolor, melt, lose taste or look appeal, it is reported, when these bags are used. Insulation is said to protect contents for hours after candy leaves the store. Bags are also designed to cut damages to candy in shipping. In addition to protection against temperature changes occurring during shipping, bags also protect candy from being crushed. Folding ends of bags, it is explained, help give contents actual "floating suspension" in containers, which resists outside pressures.
- Fritzche Brothers., Inc.: Frank H. Lenz, of the firm's shipping department, was recently enrolled in the 25 Year Club at an anniversary luncheon at the New York Athletic Club and presided over by the company's president. F. H. Leonhardt.
- Cochrane Corp.: Liquid Conditioning Corp. will operate as a wholly owned subsidiary of Cochrane Corp., and the products of the former will continue to be sold under the trade name "Liquon". S. B. Applebaum will be in charge of the cold water conditioning activities of both organizations, as well as the conditioning of liquids other than water.

- Super Market Institute: Forty-nine per cent of the 361 members of the institute plan to build new supermarkets in 1949, and will spend close to \$1 billion in building, remodeling, and opening new markets, according to an SMI survey released to the 5,500 delegates attending the 12th annual SMI convention in Chicago last week. Only the grocery department is self-service in all supers reporting. Four out of five drug, candy, and hardware departments are on a self-service basis, and about one half of the remainder are semi-self-service.
- National Ass'n of Variety Stores, Inc.: All directors and officers were reelected at the annual dinner meeting recently held in Chicago. They are: Frank A. Scharlott, president; Herbert C. Woolley, vice-president; Marvin E. Smith, secretary-treasurer and managing-director; and Fred W. Kaiser, Jim Powell, and W. W. Backus, directors. Five more variety shows will be held this year besides the usual exhibit in Chicago. New York, Atlanta, Dallas, and San Francisco will see NAVS exhibitions in addition to a second one to be held in Chicago. The directors also announced that the organization's offices in Chicago's Merchandise Mart will be remodeled to resemble a variety store and will display the latest innovations in store equipment.
- Food Distribution Show: Harold O. Smith, executive vice-president of the United States Wholesale Grocers' Ass'n announces that the Annual Convention and Food Distribution Show at the Municipal Auditorium in St. Louis, May 30-June I, as the first of its kind in the field. All food wholesalers, whether or not members of the association, as well as officials of manufacturers, suppliers, brokers, chain stores, and super-markets are invited. The place of confectionery, ice cream, and tobacco products in the food distribution picture is among the topics to be discussed.
- Rockwood & Co.: H. Russell Burbank, president of this firm assumed the office of president of the Brooklyn Chamber of Commerce May 24th. Mr. Burbank has been chairman of the Brooklyn Cancer Drive for the past two years and active for many years in numerous other charity and civic affairs in Brooklyn.
- AACT Meets in Chicago: Fifty-two members and guests of the American Ass'n of Candy Technologists, Chicago section, heard Justin J. Alikonis discuss his new patented process for making chocolate confectionery, at a meeting in the Furniture Club of the American Furniture Mart. Mr. Alikonis is production chief for Paul F. Beich Company, Bloomington, Ill.
- Refined Syrups & Sugars, Inc.: For the third consecutive year the company places first in the Fleet Accident Reduction Contest, and receives an award from the Greater New York Safety Council, sponsors of the annual contest. The presentation to the 21-tank truck fleet is the second safety award given the company in recent months. The safety group also adjudged the corporation first in interplant accident reduction last Winter.



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- 3. Modifies excessive sweetness
- 4. Develops finer texture
- 5. Thickens more easily, with less cooking

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The best you'd find in a strawberry patch...

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